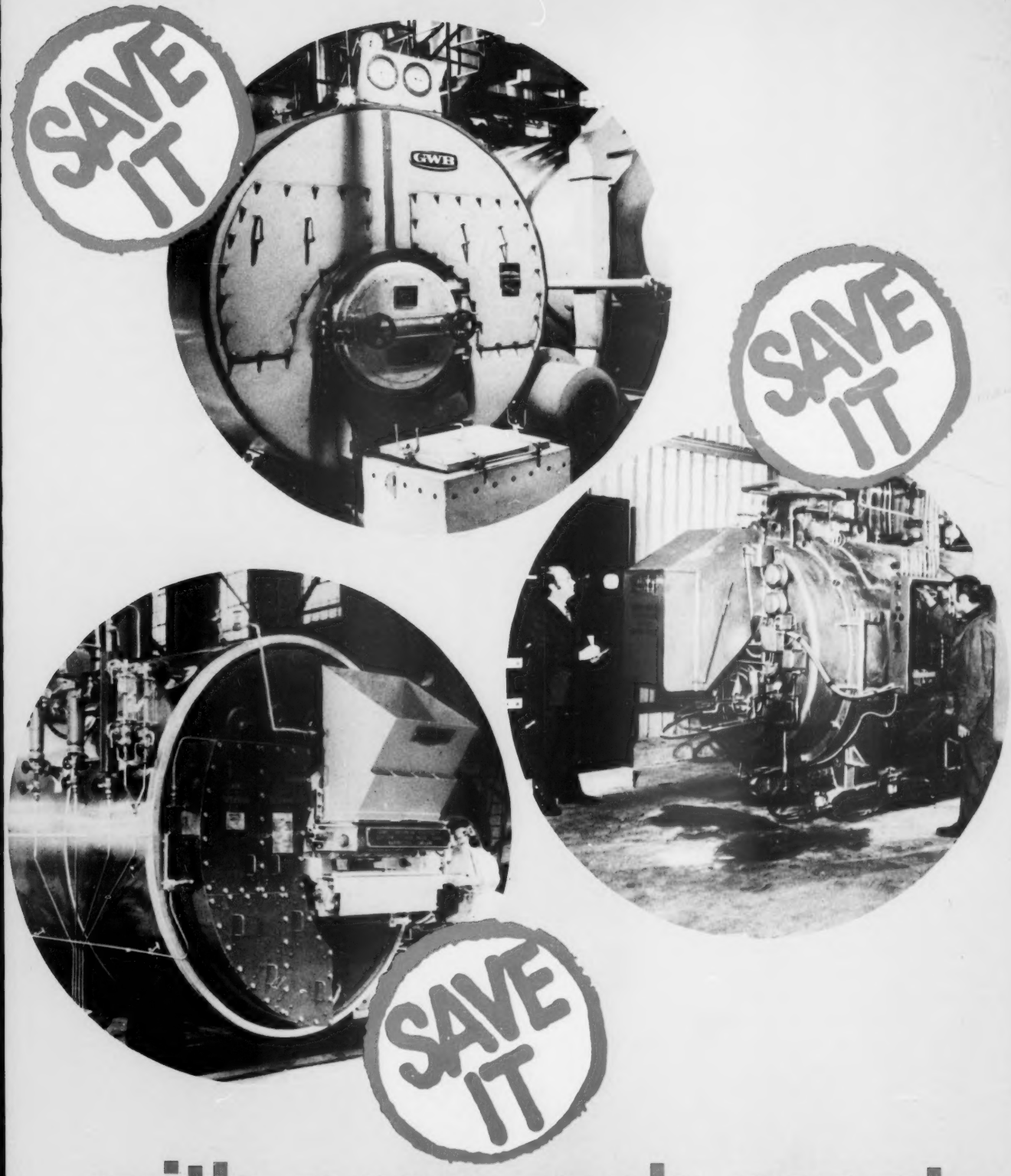
Trade and Industry

16 June 1978 Every Friday 40p



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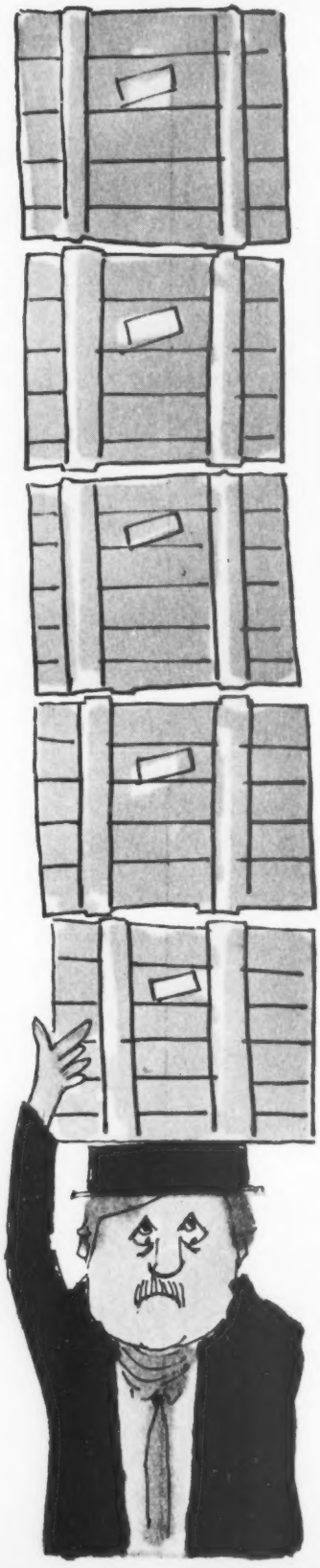

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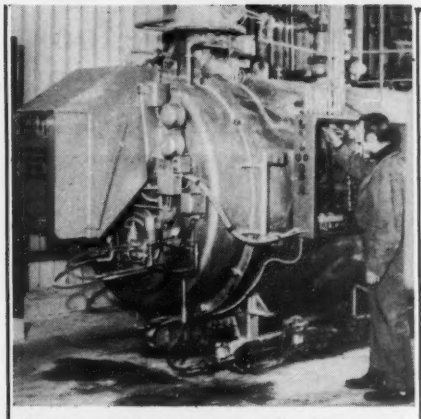
Trade and Industry

16 June 1978

News from the Departments of Industry·Trade·Prices & Consumer Protection



An energy conservation scheme launched by the Department of Industry includes 25 per cent grants for replacement and modernisation of boiler plant (see page 603).

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Trade and Industry this week

HOME

Aid of £8m for new Lucas factories

Assistance of up to £8 million for Lucas Aerospace to set up new factories on Merseyside and in Bradford is to be provided by the Department of Industry. Making the announcement on 12 June Gerald Kaufman, Minister of State for Industry, said that discussions had resulted in Lucas Aerospace deciding to open a new factory at Huyton.

He pointed out that this would provide employment for about 500 people and would be ready by the time of the closure of the Victor Works in Liverpool. The assistance would consist of the provision of a modern factory on a new site and the payment of grants towards the cost of equipping the factory and towards the working capital requirements. The estimated cost is up to £3 million (including provision of certain special services) and the factory will then be leased to Lucas Aerospace with an initial rent-free period of five years.

The department will also be paying Lucas Aerospace regional development grant and an interest relief grant under section 7 of the Industry Act 1972. The amount of these grants will depend on the exact amount of expenditure incurred in equipping and funding the factory but is estimated to be in the region of £3 million.

The Department of Industry will also be giving Lucas Aerospace assistance with its new factory in Bradford, again involving the lease of the factory to Lucas Aerospace with an initial rent-free period.

Agreement with Chrysler UK amended

Changes have been made in the government's agreement with Chrysler UK Ltd, Eric Varley, Secretary of State for Industry, informed parliament on Tuesday (13 June). No additional cost to public funds is involved.

The new plans agreed with Chrysler gave detailed data on industry size, sales, model development, capital expenditure, manpower levels, earnings and funding for the years 1978 and 1979. There were also outline plans for the years after 1979. He said that they showed continuity of production and employment at all Chrysler's factories in the UK, and included a new medium sized car to be produced at their Ryton Plant.

For sound commercial reasons Chrysler would not introduce a new small light car next year at the company's Linwood plant as originally envisaged. Mr Varley was satisfied that the plans were now more favourable as well as being more practicable and offered better prospects for the future of Chrysler operations in this country and for the security of the government's loans to the company.

These new plans were embodied in documents that have been initialled by Chrysler Corporation, Chrysler UK and the Department of Industry. A supplemental deed has amended the 5 January 1976 agreement to give effect to the new plans.

Energy survey scheme extended

At the same time as the energy conservation scheme was announced by the Department of Industry (see page 603), a major expansion of the energy survey scheme for industry, commerce and the public sector was announced by the Department of Energy.

This is part of the government's £19 million programme to expand energy information and advisory services to industry, which was launched last year.

Under the extended scheme firms will be able to ask professional fuel consultants to spend several days at their premises making a survey of energy use, and normally half the consultant's fee for these surveys will be paid by the Department of Energy.

The department will also now pay a 100 per cent grant up to £75 for a more basic, one-day survey.

Launching the scheme, Dr John Cunningham, Parliamentary Under-Secretary of State for Energy said that since the energy survey scheme was launched, more than 1100 applications for reimbursement on consultants' fees had been handled and these were still coming in at rates of up to 50 a week.

General Motors invests in Northern Ireland

A new General Motors plant which is expected to employ up to 600 workers in the manufacture of seat belts for motor cars is to be set up in Northern Ireland. Mr R. A. White, chairman and managing director of General Motors Ltd, said in Belfast on Monday (12 June) that the new plant was to be established in the former Rolls-Royce factory on an 11 hectare site at Dundonald, Belfast. With an annual capacity of approximately 2 million seat belts the new plant would begin production early in 1980.

Welcoming the General Motors decision to establish its first manufacturing facility in Northern Ireland, the Secretary of State, Roy Mason, said: 'This is clear evidence of the rapidly changing image of Northern Ireland abroad, from one of turmoil and strife to one of economic opportunity, ready for growth. The strenuous efforts which we have been making during the past year or so are now paying welcome dividends and there are signs of a new beginning in the struggle for economic prosperity and reduced unemployment in the province.'

The manufacture of seat belts was a new enterprise for General Motors in Europe, said Mr White. The seat belts themselves would be supplied for General Motors' own Opel and Vauxhall cars but they would, in the long term, seek to do business with other European car manufacturers. The majority of the production at Dundonald would be for export outside the United Kingdom.

He added: 'Among the many factors that led to the choice of Northern Ireland is its established traditions in engineering, the quality of its skilled workers, the fine record of labour performance in the province and its excellent communications by road, rail, sea and air.'

Japanese businessmen look at UK investment opportunities

A group of Japanese businessmen led by Toshiya Endo (left) were greeted on 12 June by Ken Binning, under-secretary at the Department of Industry with responsibility for inward investment. During their visit, which was organised by the Japan Industrial Location Centre and the department's Invest in Britain Bureau, they are to visit Northern Ireland and the assisted areas in the north and west of England, Scotland and Wales.

COMMERCIAL DIRECTOR (DESIGNATE)

Mr P H Woodward, TD, BSc, CEng, FIEE, Commercial Director, is to retire at his request on 31 March 1979 after a long and distinguished career in the Industry, sixteen years of which have been with the London Electricity Board.

The Board wish to appoint a Commercial Director (Designate) to take office in the late summer in order to give adequate time for the transfer of responsibilities.

The Commercial Director is a member of the top team of the Board, responsible for the formulation and application of Commercial policies. The successful candidate must have a good overall business ability to be able to give guidance on all marketing matters to an organisation with 1.8 million consumers. Experience of a similar consumer-orientated organisation would be helpful and a flair for Commercial work is a necessary requirement.

The commencing salary will be not less than £12,000 per annum plus the appropriate London Weighting.

Letters of application, with career details should be sent to the: Personnel Director, LONDON ELECTRICITY BOARD, 46 New Broad Street, London EC2M 1LS, quoting reference TI/2923/678 to arrive not later than 30 June 1978.

(The above post is open to male and female applicants).

LEB

Cable companies agree to pay PO back £9m

Four major British companies – BICC, Pirelli General, Standard Telephones and Cables and Telephone Cables – suppliers of telephone cables to the Post Office, are to pay back £9 million by way of adjustment of the prices charged during the period before 1975 when they were operating unregistered agreements, it was announced on Monday (12 June).

This follows an investigation of the relevant financial records from 1963-74 of the companies, carried out by the Post Office with the assistance of chartered accountants Coopers and Lybrand. The investigation began after the disclosure in late 1974 that the companies had been operating the agreements. The companies agreed to the Post Office's request for access to their records to establish whether over-charging had occurred.

The companies have accepted that a study of the results of the investigation indicates there may have been some over-pricing.

After the disclosure of the agreements, the Post Office adopted a procedure designed to ensure that, in future, cable tenders would be submitted competitively, and tenders have been submitted on this basis since January 1976.

Cement firm gives price increase undertaking

Blue Circle Industries (formerly Associated Portland Cement Manufacturers) has undertaken to hold the price of cement supplied in bulk to a lower level of increase for customers at certain locations. The acceptance of this undertaking by Roy Hattersley, Secretary of State for Prices and Consumer Protection, was announced on Monday (12 June).

This follows a recommendation by the Price Commission in a report on Associated Portland Cement where the commission believed that distribution and transport costs should be better reflected in the price of cement. To promote movement towards a pricing structure more in conformity with this view the commission recommends that the price of some portland cements charged to customers who collect from the company's main premises – basing points – or accept delivery within the company's recognised basing point zones should be held to 7.09 per cent.

This means that until 18 January 1979, such customers in England, Wales and Northern Ireland meeting these requirements will not be charged more than the price on 1 June 1978. In Scotland this restriction will apply only to collections from Dunbar, Dundee and Grangemouth. Apart from this restriction, the proposed increases of around 10 per cent to other customers and for other forms of cement was allowed.

In discussions with the secretary of state the company undertook to abide by the commission's recommendation, on the understanding that if before it expires the company should produce a revised pricing structure, acceptable to the Price Commission, involving some further increase in basing-point prices, the secretary of state will give sympathetic consideration to a revision of the undertaking offered.

Trust Houses Forte gets interim increase

An application for an interim price increase by Trust Houses Forte Hotels Ltd under the safeguard regulations has been considered by the Price Commission and the commission has been obliged to pass an overall average increase of 2.08 per cent in hotel turnover. This is against the average of 5.28 per cent increase sought by the company in its charges at its UK hotels and under investigation by the commission since 25 May. The investigation is due to be completed by 27 August.

The increase is being realised by raising room charges at selected hotels only – nine in London and 88 in the provinces. Room charges at the remainder of the group's hotels will be held at present levels. Increases will vary throughout the hotels affected and at some the increases will be considerably above the 2.08 per cent average allowed.

More prices examinations proposed

Car spares, electrical portable power tools and the distribution of 'jeans' are to be examined by the Price Commission.

Replying to a parliamentary question, Roy Hattersley, Secretary of State for Prices and Consumer Protection, said that he proposed that the commission should examine these subjects. Formal directions would be issued shortly.

Assistance interest rates increased

The maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 are increased with effect from 12 June.

The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest free period on a Department of Industry loan – but where firms obtain their finance from other sources – is being increased from 11½ per cent to 12 per cent for each interest free year.

The 'concessionary' rate of interest on loans for employment/creating projects (category A) is increased from 8½ per cent to 9 per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) is increased from 11½ per cent to 12 per cent.

EUROPE

State trading countries' fleets to be monitored

EEC transport ministers have asked the committee of permanent representatives (Coreper) to work out measures for monitoring and collecting information on state trading countries' shipping fleets and flags of convenience, Stanley Clinton Davis, Parliamentary Under-Secretary of State at the Department of Trade, said on Tuesday.

He was reporting on the transport council held in Luxembourg on Monday.

The system produced by Coreper would then be adopted at the transport council to be held in November, with monitoring by member states beginning on 1 January 1979, Mr Clinton Davis said, if monitoring showed there was a threat from fleets belonging to state trading countries, the UK would then press for defensive measures to be drawn up.

Mr Clinton Davis said he was moderately pleased with the council's decision, as some progress had been made when there had been a real possibility of a stale-mate.

As a follow-up to the *Amoco Cadiz* incident, the council agreed there was a need to secure early ratification of conventions drawn up by the Intergovernmental Maritime Consultative Organisation (Imco) and the International Labour Office. The council also agreed that there should be some co-ordination of the position of member states in these organisations.

No decision was taken on the United Nations liner code convention, which will be discussed again in November.

Cryer meets French minister for small industries

Bob Cryer, Parliamentary Under-Secretary of State at the Department of Industry with special responsibility for small firms, paid an official visit to Paris and Lyon from 12 to 14 June at the invitation of Mr P. Prouteau, Minister for Small and Medium-sized Industries.

Mr Cryer's discussion with Mr Prouteau and senior government officials and representatives of relevant organisations covered a number of topics including methods of providing commercial finance for small firms (including loan guarantees), regional development policy and employment protection legislation.

The small firm sector is particularly significant in France. Although directly comparable statistics are not available, small firms are thought to provide around 50 per cent of manufacturing employment compared with between 30 and 40 per cent in the UK and the United States.

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Home news

Inflation rate to remain around 7.9 pc – Hattersley

The inflation rate would settle and remain at or about its present level for the rest of the year. This was not a prediction but a fact said Roy Hattersley, Secretary of State for Prices and Consumer Protection, at the National Exhibition Centre on 11 June.

Inflation in this country – as measured by the retail price index – was running at 7.9 per cent, he said. Over the next month or two there would be further small reductions in the inflation rate. Then the rate would settle and remain at or about its present level. There might be small increases one month, cancelled out and counteracted by small reductions in the next. This was offered with the confidence which came from knowing that the determinants of inflation – earnings increases, exchange rate, money supply – had already largely pre-determined the trend for the rest of the year.

The latest confirmation had come in the Price Commission index of forthcoming price increases published on 8 June (see page 635). The May figure was an annual rate of increase of 6.8 per cent compared with 7.2 per cent in April.

Yet there were constant predictions that, by the end of 1978, inflation would be in double figures again. People who made such claims were wrong, said Mr Hattersley. But these were the reputable and respected organisations who produced genuinely objective analyses that seemed to be at variance with the government's expectations. Their work needed to be put in perspective.

First the findings of reputable forecasters were often misinterpreted by those who quote them. The Institute of Purchasing Supply, whose surveys were once given in evidence of increasing inflation, wrote to him to say that some of those who used their figures misunderstood what they were seeking to show. Usually, though not always, the errors were genuinely made. There was a false idea that forecasters were actually prophesying what was going to happen rather than tracing through the implications of a certain set of assumptions about the future actions of the government, the trade unions and others.

The National Institute for Economic and Social Research, Mr Hattersley said, received much publicity last week for its prediction that inflation would be back in double figures by the end of the year. The London Business School made a similar forecast that received similar treatment. Yet both forecasts had been overtaken by events which demonstrated that their predictions were over-pessimistic. According to the NIESR, inflation in 1978 could not fall to less than 8.8 per cent. The LBS plotted the lowest point at 8.4. In fact, the rate fell well below those figures in April, and would remain below them.

'None of this is a criticism of the forecasts or the forecasters. Normally their logic and their arithmetic are impeccable. When they are wrong they are wrong because they have made the wrong assumptions. The government task is not to make assumptions but to act to create conditions which gives the results we want to see', he said.

The government did not simply make assumptions about the money supply and the public sector borrowing requirement and then wait to discover whether after the event the calculation proved correct. It was the government's task actually to influence the money supply and the PSBR as events unfolded. On 8 June the Chancellor of the Exchequer raised the minimum lending rate and increased the surcharge on employers' national insurance contributions which readjusted the PSBR and re-established the limits originally proposed in the April budget. The government acted to keep on target, and did so with the specific intention of achieving its inflation objective.

Mr Hattersley pointed out, 'Next year's inflation rate is for us, the people of Britain to decide. The maintenance of our present level can only be our minimum objective. Our real targets must be a reduction further towards the figure enjoyed by our competitors. That improvement is within our power. I have no doubt about our will and ability to achieve it. The government will continue the economic policies which keep the money supply under strict control and keep sterling strong. And we will do all within our power to ensure a further year of responsible wage negotiations.'

National insurance surcharge and MLR raised

In an announcement on 8 June, the government proposed an increase of 2½ per cent in the national insurance surcharge, to take effect from 2 October this year. It will table a ways and means resolution and a new clause in the Finance Bill providing for the change.

The measure will reduce the public sector borrowing requirement this financial year by £500 million; the full-year revenue effect is estimated to be £1,500 million. It will offset the additional income tax reliefs voted by the committee of the House of Commons on 8 and 10 May. The arrangement also gives effect to the chancellor's firm undertaking, given on 8 May and reaffirmed on 25 May, in the house, and in his letter of intent to the International Monetary Fund, that he would take whatever steps were necessary to keep the public sector borrowing requirement within the level of £8.5 billion forecast in his budget statement (see *Trade and Industry*, 9 June, page 520).

On the same day, the chancellor approved the raising of the minimum lending rate to 10 per cent by the Bank of England and the reactivation of the supplementary special deposit scheme. This scheme will provide for the making of such deposits by any bank whose average level of interest-bearing eligible liabilities on the make-up days in August, Sep-

Varley tours BL Cars factories

Eric Varley, Secretary of State for Industry, visited BL Cars and its subsidiary, Pressed Steel Fisher, at Cowley, on 9 June. He is seen here touring the body plant with, left, John Symonds, managing director of Pressed Steel Fisher, and, right, John Jackson, director of PSF Cowley body plant. At the BL Cars assembly plant, Mr Varley saw Maxi, Marina, and Princess cars in production.

To all Chairmen and Managing Directors

The following executives are seeking to further their careers within fields where proven experience counts and is rewarded accordingly

FINANCE

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2. **Finance Director.** FCCA. Good French. With executive management experience of international manufacturing company, turnover £10 million, and central staff experience in major international group, turnover £250 million +. Seeks improve career development potential in a more entrepreneurial environment. **Age 31 Salary £11,000+**
3. **Director Finance/Operations.** MA(Oxon) Barrister-at-Law, M. Inst PM AICS. Top level financial and administrative experience in oil industry and government committees at international levels. Seeks career development in UK, Europe or Scandinavia. A high flyer. **Age 32 Salary £15,000+**
4. **Financial Co-ordinator.** BCom, ACA. Some Spanish and sound international experience in FMCG and Service industries especially in Middle East and South America. Seeks greater scope and remuneration probably outside UK. **Age 32 Salary £8,500+**
5. **Life and Pensions Manager.** APMI. An energetic and successful higher flyer with good knowledge of Europe and UK practices. Seeking greater flexibility and challenge leading to capital growth – probably in smaller company. **Age 31 Salary circa £20,000**
6. **Group Secretary/Chief Accountant.** FCIS. With international holding company experience in both consumer goods and steel products. **Age 33 Salary £8,000+**
7. **Financial Manager.** BCom (1st Class) ACA. Impressive technical accountant with good knowledge of industry, commerce and financial services. Including investigations and computer audits. Seeks career development and improved remuneration. **Age 33 Salary £12,000**
8. **Head of Corporate Planning.** FCA. A dedicated professional accountant with considerable international experience of the manufacturing and process industries. Promotion blockage. Seeks a move to F/D of a substantial industrial group. **Age 38 Salary £13,000**
9. **Group F/D.** FCA. Exceptional large retail group financial management experience covering UK and North America. Especially strong in DP management techniques. **Age 38 Salary £12,000+**
10. **International Financial Manager.** FCMA. A tough professional with impressive career in major European manufacturing groups. Promotion blockage. Seeks F/D appointment in Europe, North America or Australasia. **Age 39 Salary circa £13,000**
11. **Finance Director.** MA (Econ and Statistics) MBA. Fluent German, Dutch, Italian, good French. Experience covers all fields of finance, including investment banking. Promotion blockage. A highflyer. Seeking a change to more dynamic company. **Age 39 Salary circa £25,000**
12. **Group F/D.** MA (Cantab) FCMA, CEng, MICE, MIMC. Good French. An expert in establishing large group financial systems and controls. Following broken promises he seeks a move to another senior financial management role. **Age 44 Salary £12,500**

MARKETING

13. **Export Saleswoman.** MA (Hons). Fluent German and French with an excellent knowledge of the wholesale and retail carpet markets in Germany, France, Italy and Scandinavia. Enjoys travel, flexible as to product. **Age 24 Salary £5,000**
14. **Systems Analyst/Export Sales.** BA (Hons) MSc management studies. Bilingual German, good French. A good knowledge of the manufacturing jewel trade including trade fairs. **Age 25 Salary £5,000**
15. **Area Manager.** BA (Hons). Fluent French and German. Seven years' experience in electrical products, rubber goods and carpets especially in UK, Canada and EEC. Seeks improved career potential, location flexible. **Age 29 Salary £8,000**
16. **Export Manager.** MA (Hons) Cantab. Fluent French, German, some Italian and Russian. Successful record in FMCG, especially foods. P & G trained. A man of high potential seeking a career development. **Age 29 Salary £8,500+**
17. **Export Salesman.** M. Inst. Experienced. Successful record in sales of chemicals, pharmaceuticals, scientific instruments and laboratory equipment, especially in Middle East and Europe. Ambitious to develop career and remuneration level. **Age 31 Salary £6,500+**
18. **Market Manager.** BA (Hons) Economics M. Inst. MKT. Some French and German. A dedicated marketing man in FMCG especially in food and tobacco. Promotion and salary blockage. **Age 30 Salary £7,200**
19. **Export Marketing/Sales Manager.** Fluent German and French, some Polish. Has sound knowledge of East European countries and Yugoslavia and of pumps, chemicals and security systems. A good business analyst who wishes to grow. **Age 36 Salary £8,000**
20. **Export Sales Manager.** BSc (Hons) Chem. Bilingual French. Highly successful sales of chemicals, metals and process plant especially to France. An outstanding performer of complete integrity. **Age 33 Salary £10,000**
21. **Marketing/Production Director.** BSc. Chem. Eng. With a background in chemistry and engineering currently responsible for production and sales of £30 million power cables. Returning to UK to seek position leading into general management. **Age 36 Salary £10,000+**
22. **Marketing Director.** BA. Fluent German, French, Swiss German. Holds Swiss 'C' permit. Most effective in durables-consumer products and the leisure industry. Victim of an American company's withdrawal from Europe. **Age 37 Salary £15,000**
23. **Marketing Manager.** MA, LLB, Dip BA. Good French. A practical entrepreneur with very sound general trading experience in large international groups. This includes wholesale, retail and merchant banking experience. **Age 35 Salary £10,000+**
24. **Group Sales Director.** BA. Good Swedish, some French. Highly experienced in mechanical handling and automotive products, including fleet sales and franchises especially internationally. **Age 39 Salary negotiable circa £14,000**

GENERAL MANAGEMENT

25. **Civil Engineer.** HNC Civil and Struct. Eng. Setting out and design experience with large division of major industrial group as well as two years' building experience. Ambitions to develop his career more rapidly overseas. **Age 22 Salary £5,000+**
26. **Manager Human Resources.** BSc. MSc. Psychology with practical industrial training experience of large group. Sales teams as well as consultancy. Seeks a tough assignment with large industrial group. **Age 28 Salary £6,500+**
27. **Site Manager.** Some Arabic. An engineer with successful overseas administration, recruitment and management experience in oil field, tanker group and light mechanical engineering. Seeking further overseas appointment. **Age 33 Salary circa £10,000**
28. **Expediting Engineer.** BSc Metallurgy (Hons). Good French. A materials technologist in metals and plastic engineering with liaison experience in institutional bodies in the EEC. Promotion blockage seeking live management responsibility. **Age 38 Salary £7,000**
29. **Group Personnel and Training.** BA (Hons), FIPM. Postive and very likeable with considerable IR and training experience in large distribution and wholesale group (60 outlets). Seeking career development move and increased remuneration. **Age 37 Salary £8,000**
30. **Head of D.P./Project Leader.** An MBCS with 13 years' experience of NCR, ICL, IBM, over a wide range of trade and industrial applications. Newly returned from Africa and seeking new opportunity, ideally UK based. **Aged 38 Salary £8,000**
31. **Retail/Financial Manager/Trader.** CA. After 13 years' successful financial management in food distribution, cash and carry and automotive selling he has had three years retail management in Middle East. Wishes to make more permanent career move. Location flexible. **Age 41 Salary circa £15,000**
32. **General Manager.** BSc (Chem), FIWM. Good French. Highly professional and wide range of production experience in toiletries, cosmetics, agro chemicals and pharmaceuticals in both Europe and Africa. Moving because of promotion blockage and low remuneration. **Age 47 Salary £8,000**
33. **Technical Director.** BA (Chem) Oxon, BSc, D. Phil metal physics. A top level General/Technical Director. Fluent French, German, Italian, Russian, with wide R & D experience in electronics, plastics, steel who is dedicated to profitable commercial development at conglomerate or government level. **Age 45 Salary circa £18,000**
34. **General Manager.** ACII. A company doctor in general business and all forms of insurance and re-insurance, UK and overseas. He has established successful new subsidiaries, but seeks a fresh long-term commitment. **Age 39 Salary circa £15,000**
35. **Chief Executive.** F Bldg. With 36 years' highly successful experience in building and construction large projects worldwide, operating in both the public and private sectors. Practically valuable financial and industrial relations expertise. **Age 51 Salary £15,000+**
36. **General/Financial Manager.** MBA (Finance) 1st class. Good French, Spanish, Portuguese. Experience in both executive and consultancy roles in large multinationals (semi-conductors and D.P. services). A high flyer seeking a new career opportunity. **Age 41 Salary circa $50,000**

NOTES
(i) All the above executives have been interviewed by us and we consider them to be high quality material in their particular range – there are several others whom space precludes.

(ii) If you require an executive of similar capability please contact me.

(iii) If you yourself feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence and without any obligation.

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tember and October 1978 exceeds by more than 4 per cent the base level, which is the average level of such liabilities on the six monthly make-up days between November 1977 and April 1978.

Service exports reach new peak

Earnings from Britain's service industries reached a new peak of £2,845 million in the first quarter of 1978 according to official statistics released on 7 June, say the Committee on Invisible Exports.

This represents a growth of 11 per cent over the first quarter of 1977. Earnings from civil aviation, insurance and commodity trading were particularly buoyant. The net surplus on services also reached a new record level of £946 million, 26 per cent higher than in the first quarter of 1977.

Largely due to a sharp rise in contributions to the EEC, the net deficit for government sector invisibles grew to £776 million for the first quarter of 1978, compared with £643 million for the equivalent quarter in 1977. This resulted in a net invisibles balance (private and government) of £269 million for the first quarter of 1978, compared with £454 million for the first quarter of 1977.

Industrial Strategy programme involves everyone: Cryer

The most important thing about the Industrial Strategy programme was that it was involving everyone – managers, shop floor workers and government – in getting things done said Bob Cryer, Parliamentary Under-Secretary of State in the Department of Industry, in Wakefield on 8 June.

He made the point that it was the effort of individual companies, both managers and the workforce, which was crucial. A lot was already being done in creating a general awareness of the existence and progress of industrial strategy work and to prepare the way for effort and changes in attitudes. It was vital, however, that specific findings and proposals of sector working parties should also be brought to the attention of companies in particular industries.

One of the areas where the government could claim to have made a significant contribution was by increasing in many ways the financial help it gave to industry. The accelerated projects scheme, which was now closed, and the current selective investment scheme had been highly successful in encouraging industry to bring forward investment projects. It was estimated that projects approved so far under both schemes together should lead to an annual benefit to the balance of payments of £650 million from 1982; the creation of some 15 000 permanent jobs and the safeguarding of a further 4700 jobs.

In particular, Mr Cryer said that the Yorkshire and Humberside region was exceptionally well equipped to take full advantage of the opportunities for economic development which would be available if the objectives of the industrial strategy programme were realised. To date, 432 projects in the region had been supported under the industry schemes, involving incentives totalling £54.5 million towards total project costs of £284.6 million. In addition £32.7 million had been made available under section 7 of the Industry Act for 720 projects in the region costing £430 million and involving the creation of over 40 000 jobs and safeguarding more than 7000 other jobs.

Cryer launches counselling service for small firms in Yorkshire and Humberside

Small firms in Yorkshire and Humberside now have the chance to exploit the experience of 15 successful businessmen, who will give expert advice and guidance under the Department of Industry's small firms counselling service. The service was inaugurated by Bob Cryer, Parliamentary Under-Secretary of State at the Department of Industry with special responsibility for small firms, on 6 June at Leeds.

The service, based on and supplementing the work of the Department of Industry's Small Firms Information Centre in Leeds, will operate from offices in Hull, Leeds, Sheffield and Thirsk. A practical demonstration of the government's support for small firms, the scheme has been specially created to enable owners and managers of small independent businesses to discuss ways of increasing turnover and productivity with experienced businessmen.

Each of the four counselling area offices will be manned by a small team of recently retired businessmen, all of whom have proven records of experience in small firms. There is no charge for the first counselling session; the next day costs £5, and clients will be asked for £15 a day subsequently for up to 10 days in any one year.

Small firm receives royal design prize

From the 1977 Design Council award winners the Duke of Edinburgh selected George Carroll of Marine Engineering Co, a small firm employing 28 people, to receive his personal prize for the design of the Mardrive linear transporter.

The idea conceived at Marine Engineering at Stockport was developed under the low cost automation scheme sponsored by the Department of Industry originally for use in the garment industry. The device has since attracted interest across a wide section of industry beyond the original purpose of transferring a piece of fabric from one sewing machine to another, for example, with tools such as spray guns where movements and operations have been co-ordinated accurately to a variable programme.

In the last year leading manufacturers of glass containers, Rockware and United Glass, have employed the technique in a hostile environment to lubricate and protect large numbers of new bottles at high temperature in motion. World-wide orders have been received for this and other applications.

Acas advises on small firm industrial relations

Of the 8901 advisory visits made by the Advisory Conciliation and Arbitration Service in 1977, 5367 or over 60 per cent were to organisations with fewer than 300 employees, Jim Mortimer, chairman of Acas, told a conference on Merseyside on 8 June. Firms with under 50 employees accounted for 1814 visits or over 20 per cent of the total.

He said, 'Acas is glad to provide this assistance to small and medium sized firms. They play an important part in the British economy, and the readiness of so many of them to use the facilities of Acas is indicative of their concern to overcome problems and to have good industrial relations.

'Industrial relations cannot be measured solely by the number of days lost in industrial disputes, bad industrial relations may result, for example, in an excessive rate of labour turnover, in low motivation, or in high absenteeism. All this may occur without a single day being lost in strikes or lockouts.'

New factories occupied at Fleetwood . . .

Clarityforest Ltd is to occupy advance factory premises of approximately 900 m² built by the English Industrial Estates Corporation on the Department of Industry's site at Fleetwood, Lancs.

Clarityforest is a newly formed company who will manufacture edible nut products and herbal tablets. With the acquisition of these new premises the company expects to employ 31 people over the next couple of years.

at Batley . . .

VNC Diesel Systems Ltd have occupied an advance factory terrace unit of 225 m² built by the English Industrial Estates Corporation on the Department of Industry's site at Batley, West Yorkshire.

VNC Diesel Systems will use the premises for the manufacture of high quality diesel driven industrial equipment. The company expect to employ 13 people within the next couple of years.

and at Hull

Van Leer (UK) Ltd has occupied advance factory premises of about 2250 m² built by the English Industrial Estates Corporation on the Sutton Fields Industrial Estate at Hull.

The company is a wholly owned subsidiary of the Dutch Royal Packaging Industries (Van Leer) Ltd, and manufactures steel drums for industrial use. It already occupies premises in Hull employing 350 people.

With the acquisition of this advance factory the company expects to undertake an entirely new production venture, manufacturing plastic drums for industrial purposes.

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New plant to provide jobs on Merseyside

Government assistance worth more than £5½ million, under the Industry Act 1972, for a manufacturing plant providing 700 jobs on Merseyside was announced on 8 June by Alan Williams, Minister of State for Industry.

The £18 million project is being set up by Schreiber Industries Ltd, a subsidiary of GEC and Britain's largest furniture manufacturers, in a new factory at Runcorn in Cheshire. The employment provided is expected to increase to nearly 1000 by 1982 with the prospect of further jobs later.

Welcoming this project, Mr Williams said: 'This investment by Schreiber will provide much-needed jobs in the Merseyside area and is the best possible example of industry's confidence in Merseyside as a location for new and expanding enterprises.'

The project is the successful outcome of almost a year's negotiations between the company, the Runcorn Development Corporation and the Department of Industry.

Major office development start in Milton Keynes

Work has begun on site on a major 15 000 m² office development by Milton Keynes Development Corporation in conjunction with the Norwich Union Insurance Group. Norwich Union is funding the £6 million development on a lease and lease-back basis.

This is the third major office development in the city centre. It comprises two parallel buildings, Ashton House and Norfolk House, each approximately 16 m wide, and occupies a prestigious city centre position flanking Saxon Street, one of the main arteries through the city, linking Bletchley in the south with the northern area of the city.

It is envisaged that the majority of the space will be let to companies requiring headquarters or regional offices, with the remainder to smaller professional and commercial firms. Lettings are being handled by the corporation's Commercial Department, Wavendon Tower, Wavendon, Milton Keynes.

SDA announces seven new factories

Work will start in the autumn on seven new 10 000 sq ft buildings in Strathclyde, Lothian and Dumfries and Galloway regions in a £1 million advance factory programme announced by the Scottish Development Agency (SDA) on 31 May.

The new factories, which will be ready for letting by next spring, are in addition to £22.5 million already committed this year to industrial building and site servicing by the agency, which is Scotland's largest industrial landlord, administering almost 30 million sq ft of factory floor space.

The new factories will be sited at Caponacre, Cumnock; Bonnyton, Kilmarnock; Lanark; Peffermill, Edinburgh; Dalbeattie; Lochside, Dumfries; and Blackparks, Stranraer.

Announcing the programme, George McPherson, head of factory policy, said that there was a growing demand for small adaptable factories and most of SDA's new properties could be sub-divided to appeal to a broader range of needs.

The agency plans to start work on small advance factories at Catrine in June and Muirkirk in September, and on a 5000 sq ft building at Dalmellington during the summer, again under an earlier programme.

Two 10 000 sq ft sub-divisible factories under construction at Girvan and Darvel, a 43 000 sq ft extension to the British Carpets factory at Cumnock, and a 218 000 sq ft expansion at Digital Equipment (Scotland) Ltd in Ayr, will be completed during the autumn. The agency also expects to complete its extension to the Stonefield Vehicles factory at Cumnock by next spring.

Restriction of footwear distribution margins recommended

A restriction on the gross percentage margin of each specialist footwear multiple chain with 10 or more outlets is recommended in the Price Commission's report (HC 498, HMSO, price £1) on the distribution of footwear, which was published on 9 June. Roy Hattersley, Secretary of State for Prices and Consumer Protection, is considering the report, and will be consulting interested parties about the report's findings. Those who consider that they might be affected by the report may make representations in writing to the secretary of state.

Gross profit percentage margins grew rapidly between 1961 and 1971. For multiple specialists, gross margins ranged between 40 and 53 per cent in 1977. For independent specialists, margins were around 35 per cent. The commission believes that gross margins – averaging 47 per cent in 1977 – of multiples have become higher than could be achieved in a fully competitive market.

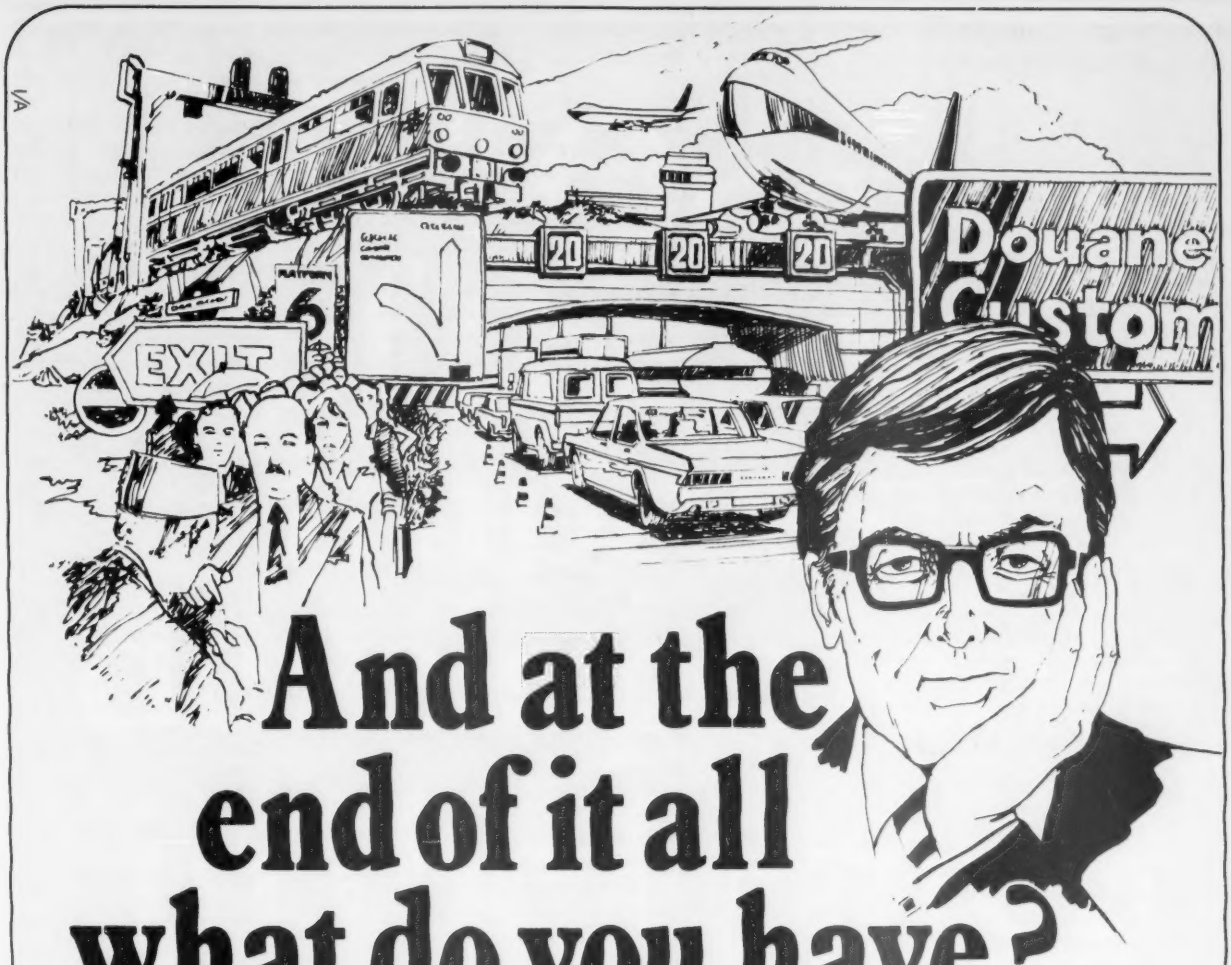
It believes that this situation arises, partly at least, because British Shoe Corporation as market leader with a relatively static market share does not deploy its competitive strength to the fullest extent. BSC is an efficient company earning high gross margins and it enables other footwear multiples to achieve similar gross margins.

The commission recommends that from 1 October 1978, gross profit percentage margins of each multiple footwear specialist company should not be allowed in any period of six months to exceed the margin achieved in 1977. And where gross margins have increased since 1975 they should not exceed the 1975 level or 2 percentage points below the 1977 level, whichever is the greater.

The commission states that its study of efficiency in the specialist retailing sector led it to conclude that measures to permit increased competition should be encouraged to reduce the marked disparity in performance which was revealed.

London airports linked by helicopter

The Gatwick-Heathrow airlink helicopter takes off from London Gatwick on its way to London Heathrow Airport. The airlink began operating on 6 June with 10 round trip services each day. Flights are specifically timed to coincide with the morning and afternoon peak seasons at both airports. The trip takes 15 minutes and costs £12. The new service is operated by British Caledonian Airways with a 28-seat Sikorsky S-61N helicopter leased from the British Airports Authority. Technical support and flight deck crews are provided by British Airways Helicopters.



And at the end of it all what do you have?

Getting to a business appointment at the other end of the country or somewhere in Europe can be a tiring, frustrating and irritating hassle. And at the end of it all you have one or more top executives who have not only wasted valuable hours in transit but are also in a far from ideal condition to negotiate and take decisions vital to the company's future.

Time is money.

The alternative that more and more companies are adopting is the use of a corporate aircraft, and the choice of many is the Beechcraft Super King Air 200 C (Convertible) — a fine twin turbo-prop, fully pressurised aircraft with the facility of either 12 seater "comfortable commuter" or 6-8 seat "flying boardroom" configuration. This aircraft is well known for its ability to fly into small airfields as well as International terminals. It is economical to acquire and operate, and probably the finest aircraft in its class.

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Increase in Thames Water Authority charges upheld

No restriction is recommended by the Price Commission on the overall average increase in charges of 9.5 per cent sought by the Thames Water Authority. It is understood that the authority is unlikely to implement any further increase before April next year beyond the interim increase of 7.2 per cent that has already been allowed under the safeguard regulations.

This should mean that the authority will get in the current financial year only £16 million from increased charges against the £21.2 million it had originally wanted, says the commission's report (no. 16, HC496, HMSO, price £1.00) on the investigation into the authority's charges published on 8 June.

The commission looked at the problem of surpluses arising from over-budgeting by the water authority. At present it is the authority's policy that the money should be returned to customers the following year. The commission agrees that any surpluses should be returned promptly but it argues that where for any reason there is a sizeable surplus the money should be returned over a period of two years to prevent undue fluctuations in water bills.

In the commission's opinion, the water authority should now give high priority to the development of detailed financial performance indicators which will allow it to measure its cost effectiveness, particularly in relation to other water authorities. The authority is said to have made good progress in establishing an overall framework of financial planning and control. However, a common basis of costing throughout the authority will not be achieved for about another 18 months.

On the financing of capital expenditure, the commission considers it appropriate that the replacement of existing assets should be financed wholly from internal sources but that in principle investment in new assets should be financed by borrowings. The commission also feels it reasonable that the authority should continue the process of establishing a cost-related charging structure.

Oil companies explain reduction in discounts

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has seen representatives of some of the major oil companies over the last few days to discuss the action a number of them are taking to reduce temporary discounts granted to retailers.

The companies explained to the secretary of state that the system of selective discounts to retailers, which had been common in major areas of population since competition intensified in 1975, was highly flexible and was changed frequently to adjust to changing circumstances. The current reductions in discounts should be seen in this context.

The companies stressed that it was the retailer who set the final price paid by the motorist. In some areas they did not think that present developments would lead to any increases at the pump. Even in urban areas of high competition, increases were on average unlikely to be more than 1 to 2p per gallon. It was unwise to speculate about long-term movements in petrol prices, which depended on a number of unpredictable factors.

Mr Hattersley expressed his gratitude to the oil companies for placing these developments in perspective. While he would wish to keep the situation under review, particularly in the light of the forthcoming report of the Monopolies and Mergers Commission on the wholesale supply of petrol, recent movements in the discounting structure appeared to have been given a somewhat exaggerated significance. He noted the view of the companies that these developments on their own should not lead to major rises in the retail price of petrol over the next few months. Mr Hattersley and the companies also noted that any increase in the scheduled wholesale price of petrol would normally require pre-notification to the Price Commission.

Industry's views on product liability

Government will give full and careful consideration to the views of industry and consumers' interests in deciding what legislative changes should be made on product liability, Roy Hattersley, Secretary of State for Prices and Consumer Protection, said on 9 June.

Opening the Incomtec Conference on Product Liability Law and Practice in London, Mr Hattersley said: 'The pressure for strict liability for death and personal injury caused by defective products is coming from four directions – the Council of Europe Convention, which opened for signature in January 1977, the draft EEC directive, which is at present being considered in Brussels, the report of the Law Commissions on Liability for Defective Products, which was published in June 1977, and the report of the Royal Commission on Civil Liability and Compensation for Personal Injury (the Pearson Report), published in March this year.'

Mr Hattersley said there were, at present, anomalies in the present law. 'A wife made ill by eating a pork chop can sue her butcher for damages if she has paid for the chop herself but she has no redress if she has charged it to her husband's account and therefore has no direct contract with the butcher.' Similarly, the absolute requirement to show negligence before a manufacturer can be sued for tort can lead to cases where innocent consumers face real damage and personal suffering with no redress.

Finding the right solution was by no means easy, Mr Hattersley said. Many industrialists feared that a move to strict product liability would result in an increase of legal suits. Mr Hattersley said that, undoubtedly, a tightening of the law on liability could increase court actions. 'But if this led to the fairer treatment of injured persons, I would not regard it as an irrefutable argument against strict liability.

'I am very conscious also of the line of economic argument on this subject. Some manufacturers believe that pressure for strict liability is an attack on industry. I do not believe that this is the case. Certainly the increased risk of liability would become one of the costs of production so that the vast majority of consumers would have to pay towards the damages of the small minority who are unfortunate victims of defective goods. Clearly a balance has to be struck and the title of my department brings together the two elements of prices and consumer protection. Striking that balance is one of the problems which now faces us in reaching a decision on legislative changes for the UK – whether strict product liability should be adopted, whether there should be financial limits and, if so, at what level, what defences should be allowed and during what period claims should be possible – and the government will give full and careful consideration to the views submitted by industry and to the interests of the consumer.'

Discussions concluded on bacon report

Margins on imported Danish bacon are to be monitored by the Price Commission, said Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, on 26 May. He was announcing the conclusions of discussions following the Price Commission report on bacon (see *Trade and Industry*, 24 February 1978, page 395).

A number of suggestions by the commission concerning the UK bacon industry had been remitted for study to the appropriate sector working group of the Economic Development Council. Departmental consideration of the report had now been concluded.

New maximum prices for butter

Changes in the statutory maximum retail prices of butter are set out in an order laid before parliament on 9 June by Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection.

The new statutory maximum prices, which take effect on 1 July, are New Zealand butter, 36p per ½ lb; blended butter, 37p per ½ lb; any other butter, 38p per ½ lb. At present many brands of butter are still widely available at prices well below the current maximum prices. It is not expected that butter prices, in general, will approach the new limits for some time.

Conferences on consumer safety and corporate liability

John Fraser, Minister of State, Department of Prices and Consumer Protection, is to speak at a one-day conference on the Consumer Safety Bill on 20 July. To be held in the Cavendish Centre in London, the conference has been arranged by European Study Conferences. It will study the implications for marketing directors, senior executives and quality control personnel in manufacturing of the new private member's bill which is expected to reach the statute book by July.

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will be reviewed at a two-day conference on 11 and 12 July at the Kensington Palace Hotel, London. Also arranged by European Study Conferences, this conference will look at the recommendations of the 'Pearson' report and provide an up-to-date review of products liability and product safety in the United Kingdom and Europe.

Further information on both conferences may be obtained from European Study Conferences Ltd, Kirby House, 31 High Street East, Uppingham, Rutland, Leicestershire LE15 9PY, tel. Uppingham 2711.

Don't buy Tris-treated nightwear, DPCP warns

Following the banning of Tris-treated children's nightwear by the French authorities, the Department of Prices and Consumer Protection advises anyone offered these garments in the UK in the next few weeks to refuse to buy the goods.

The French authorities' ban took effect from 17.30 hours on 31 May. It followed the appearance in France of garments from the United States bearing the markings 'LA3', 'Flame Retardant' and 'Flame Proof'.

The department's advice follows the strong recommendations it issued last year and earlier this year that traders should not sell such garments since the Tris fire retardant treatment has proved carcinogenic in tests carried out in the United States. Since issuing these recommendations the department has had no reports of Tris-treated pyjamas being made or marketed in this country.

Borrie scores a century

Up to 5 June the Director General of Fair Trading, Gordon Borrie had received 100 promises of better behaviour towards consumers from companies, company directors and traders up and down the country.

Mr Borrie said that his office had been stepping up its action against 'rogue' traders; this helped both consumers who had been getting a raw deal and reputable traders who might have been facing unfair competition. He said: 'Traders who persistently give consumers a raw deal should take note that unless they mend their ways I will take similar action against them.'

The hundredth promise of better behaviour was given recently by a director of a Yorkshire toy company which sold climbing frames, slides and playpens by mail order. Customers complained that the company had taken their money but had not delivered the goods. Twelve such cases went to various county courts which all awarded the customers their money back as well as their costs.

Where companies or individual traders have persistently been unfair to consumers, the director general can ask for written assurances that they will mend their ways. He can do this when a trader has repeatedly either broken the criminal law to the detriment of consumers or has broken his contracts with consumers.

These hundred companies and traders up and down the country were between them responsible for many thousands of pounds of losses by consumers. If a trader refuses to give a written assurance the director general can take him to court. He had to do this in only one case out of the hundred – and then the assurances were given after proceedings started. Should a trader break his written assurance the director general can take him to court and ask for an order restraining him from repeating the conduct harmful to consumers. Breach of an order could be contempt of court and lay the offender open to a fine or to imprisonment.

'Shaping tomorrow' conference for south-west

Les Huckfield, Parliamentary Under-Secretary of State for Industry, has called a conference in Bristol aimed at helping schools and industry in the south-west to understand each other better, with the idea of launching more youngsters into successful careers in industry.

Teachers, education officers, industrialists and trade unionists from Avon, Gloucestershire, Wiltshire and Somerset are being invited to the one-day conference, entitled 'Shaping Tomorrow', to take place on 13 July at Bristol Polytechnic. They will discuss the problems facing schools and industry, and the possible solutions – in particular, schemes which could be set up in the region to bring the two closer together.

The chairman of the morning session will be Tony Brown, managing director of Spirax Sarco Ltd of Cheltenham. Other speakers during the morning will include John Gough, managing director of Kleen-e-ze Holdings Ltd, Bristol, Ron Nethercott, regional secretary of the Transport and General Workers' Union and Peter Coleman, Avon's assistant director of education.

In the afternoon the participants will form separate syndicates to discuss various aspects of the problem on a local basis. The afternoon chairman will be Dr F. D. Cocks, head of mechanical engineering at Bristol Polytechnic.

MSC streamlines labour mobility incentives

On 17 July, the Manpower Services Commission is to streamline two of its financial incentives to labour mobility and abolish a third following a review of their operation.

The most radical changes affect the Employment Transfer Scheme, with the payment of the rehousing grant being made in stages instead of a single payment and withdrawal of ETS assistance from people aged 19 or over taking up jobs within six months of completing a full-time higher education course. The new provisions are aimed at confining ETS to people who would otherwise not be able to move, and at encouraging those workers who transfer to stay in their new areas. To improve the scheme's cost effectiveness, application to move under ETS will have to be made before the applicant starts work in a new area.

The job search scheme, under which people seeking work can claim free fares and subsistence to attend interviews beyond daily travelling distance of home, is also to be modified. To improve the scheme's cost effectiveness, applications for assistance will be considered only if they are made before the jobseeker travels to an interview.

The nucleus labour force scheme is to be abolished. It was designed to take effect when firms were setting up or extending factories in areas of high unemployment and to subsidise workers transferring temporarily to the parent company for a limited period before returning to work in the home area. The scheme is being withdrawn from 17 July because it was used so seldom.

Waste heat recovered is energy saved

Big energy savings can be made by recovering waste heat from industrial processes, says a booklet published on 7 June by the Department of Energy. *The recovery of waste heat from industrial processes*, Fuel Efficiency Booklet 13 (available free from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ) says many companies make great efforts to buy raw materials at low prices and to minimise wastage but do not pay the same attention to saving fuel.

The booklet, which is for energy managers, says the temperature of waste heat ranges from that of chilled cooling water to the hot gases from a furnace or kiln. Several heat recovery systems are described, based on the principle of heat exchangers, which transfer heat between liquids or gases. (See also page 603.)

Freight forwarding training council canvasses industry

The International Freight Forwarding Training Council has begun the task of introducing itself to all the freight forwarding companies in Great Britain and seeking their co-operation in its future activities. Over the next few months, all companies which are considered likely to include international freight forwarding amongst their activities will receive a letter from the council's chairman, Mr B. J. Kellcher.

The council came into being on 1 January following a recommendation by the Manpower Services Commission that the industry should develop appropriate training arrangements by voluntary, rather than statutory means, and establish a joint national training council as a first stage.

The council is representative of the international freight forwarding industry in Great Britain. Its prime purpose is to consider the adequacy of training arrangements and standards required to ensure a sufficient supply of skilled manpower to meet the current and future needs of the industry.

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Transport committee's new role outlined

It is the government's firm wish to see the Central Transport Consultative Committee fulfilling the expanded role outlined in the white paper on the nationalised industries as soon as possible for the benefit of the consumer, Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, said on 6 June.

Speaking at a lunch of the Central Transport Consultative Committee in London, he said that the cost of travel was the prime concern of the travelling public at this time and it was right that the committee should be able to make appropriate representations about costs and tariff proposals. The decision to enable the committee to consider the general structure of British Railways tariffs for railway passenger and parcels services was the centrepiece of the government's plans to enhance the effectiveness of the committee as spokesman and guardian of the consumer interest in transport matters.

'Two principal considerations underlie the government's decisions to extend the powers of the Central Transport Consultative Committee', said Mr Maclennan. 'The first is the patent inter-relationship of all forms of public transport. The consumer's interest in transport strategy cannot be adequately safeguarded by a compartmentalised industry-by-industry approach. The second consideration is the dominant need for a strong consumer voice at the national and policy-making level. Although many transport decisions are made locally they are often crucially influenced if not controlled by guidelines laid down and decisions made at the centre.'

The government recognised that legislation was required before it can give effect to the full range of its proposals. The timing of these legislative changes, which are necessary, could not at the moment be firmly predicted but he intended to promote this legislation whenever he could.

Mr Maclennan reported on the progress made in giving effect to the proposed arrangements for strengthening the consumer voice in transport matters at the local level. The white paper described the intention that the county councils should set up local advisory committees. The responsibility of these authorities for the preparation of public transport plans, including the planning of bus services, made this seem appropriate. He was glad to say that the county councils are being fully co-operative and are already beginning to establish these new committees.

RR power for the TriStar airliner

Two Rolls-Royce engineers with the large Rolls-Royce support team working with aircraft manufacturers and airlines in the United States stand in the air intake for one of the three RB 211-524 engines which will power the latest version of the TriStar airliner, the long-range Dash 500 version, at Lockheed's final assembly plant at Palmdale, California. Six hundred RB 211 engines worth over £500 million have already been delivered for Lockheed's TriStar.

Seafarers advised to make their ship safe

In 1976, nine seamen and fishermen died as a result of fires and explosions in ships. 'Make your ship a safe ship' is the message of a new booklet issued on 8 June by the Department of Trade. The illustrated booklet *Fires in Ships* is aimed at the active seafarer and designed to show the danger of fire on board ship.

By giving the details of nine recent fire incidents on ships, the booklet draws attention to the most common causes of such fires and gives advice on their prevention. 'Every year fires in ships cause millions of pounds worth of damage' says the booklet, which is being distributed to seamen through shipping organisations. Copies are also available from Marine Survey Offices, Mercantile Marine Offices and the Marine Library, Department of Trade, Sunley House, 90-93 High Holborn, London WC1V 6LP.

Merger proposals cleared

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the following proposed merger to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Aurora Holdings Ltd and Samuel Osborn and Co Ltd.

Capital for Industry Ltd and Cray Electronics Ltd

Clifford Dairies Ltd and County Dairies Group Ltd.

Hilleshog AB and The Miln Marsters Group Ltd.

Newman Industries Ltd acquisition of a substantial minority shareholding in Avdel International NV

Restriction placed on insurance company

Edmund Dell, Secretary of State for Trade has exercised his power under section 29 of the Insurance Companies Act 1974 to require Belgravia Optical Co Ltd to cease taking on new business on or after 9 June 1978. The requirement also prohibits the variation of existing insurance contracts, being contracts effected in the course of carrying on general business.

Degree day service: figures for May

Degree day figures for May, published by the Department of Energy, are shown in the table. This service is designed to help industry and commerce improve the efficiency with which space heating systems are used.

The figures are a record of the extent and length of time in a particular month that the external temperature fell below a base figure of 15.5 degrees C (60 degrees F). Because this affects the amount of fuel needed to provide a given level of space heating the figures can be used to check on the efficiency of heating systems. By comparing the amount of fuel used with the number of degree days in monthly periods of different years, energy managers and others can monitor the performance of heating plant and operate it more economically.

Detailed information about the system is contained in a free booklet *Degree Days* (No. 7 in the Fuel Efficiency series) available from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ, tel. 01-211 3394. It explains the theory and practice of using the figures and contains a map showing the locations of the 17 Meteorological Office stations and the regions covered.

May degree days (base temperature 15.5 degrees C)

Region	Calculated average for May 1957-77	1977 May	1978 May
Thames Valley	113	134	115
South East	146	163	145
Southern	141	153	150
South West	131	139	118
Severn Valley	130	152	129
Midland	153	182	160
West Pennines	138	156	125
North West	163	185	140
Borders	193	224	199
North East	155	184	157
East Pennines	139	166	146
East Anglia	143	164	158
West Scotland	163	186	143
East Scotland	190	221	180
North East Scotland	206	216	189
Wales	157	172	159
Northern Ireland	168	189	152

Patents act applied to Isle of Man

To modify the Patents Act 1977 in its application to the Isle of Man, the Patents Act 1977

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Supplement to ***Trade & Industry*** **16 June 1978**

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To Industry and Commerce

New Energy Conservation Scheme: save yourself money, save the country's energy

with these new cash grants from the Department of Industry.

- **25% grants for replacement and modernisation of boiler plant.**
- **25% grants for insulation of premises, improved ventilation and heating controls.**
- **Financial assistance for the replacement or modernisation of combined heat and power systems.**
- **50% grants for associated consultancy work.**

Who is eligible?

Virtually every sector of industry, trade and commerce throughout the UK, including manufacturing and service industries; agriculture; the distributive trades; the construction industry; banking, insurance and professional services.

Saving energy can save you money.

Now is the time to apply for these new cash grants to help you cut your space and/or process heating overheads – fill in the coupon and the DoI will send you full details of the scheme and the technical conditions to be met.

To: Energy Conservation Scheme Office,
Department of Industry,
Abell House, John Islip Street,
LONDON SW1P 4LN.

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Company/Organisation

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TI 16/6L

Department of Industry
Energy Conservation Scheme

(Isle of Man) Order 1978, SI 1978 No. 621 came into operation on 1 June 1978.

Copies of the order are available from: Sale Counter, Patents Office, 25 Southampton Buildings, Chancery Lane, London WC2A 1AY; Sale Branch, Patent Office, St Mary Cray, Orpington, Kent; or HMSO, price 10p net.

Official appointments

Civil Aviation Authority: Edmund Dell, Secretary of State for Trade, has appointed Captain Eric Lowden as a part-time member of the Civil Aviation Authority in succession to Group Captain Sir Douglas Bader.

Wales Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has reappointed Miss M. B. Roach as chairman of the Wales Gas Consumers' Council until 31 May 1981.

Yorkshire Electricity Consultative Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Jack Brudenell, Councillor Malcolm Cavendish, David Daniel, Kevin Davis, Deborah Rudkin, Councillor Jean Searle and Kevin Ward as members of the Yorkshire Electricity Consultative Council until 1980.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified:

30 May 1978

1019108 Ford Motor Co Ltd
Method of and apparatus for coating an article by electrophoresis

1019329 Ford Motor Co Ltd
Method of and apparatus for electro-coating articles by electrophoresis

1075051 Ford Motor Co Ltd
Electrophoretic coating process and apparatus

1075083 Ford Motor Co Ltd
Electrophoretic coating apparatus

1077181 Ford Motor Co Ltd
Method of and apparatus for coating articles by electrophoresis

1077212 Ford Motor Co Ltd
Electrophoretic coating process and apparatus

1108044 Ford Motor Co Ltd
Method of reducing the sound transmitted by a member

1130764 Ford Motor Co Ltd
Automatic transmission for a motor vehicle

1231653 Ford Motor Co Ltd
Process and apparatus for producing molten glass

1246743 Ford Motor Co Ltd
Electronic control system

1260075 Ford Motor Co Ltd
Electric fuel pump control circuit

1272929 Ford Motor Co Ltd
Seat with adjustable lumbar support

1285624 Ford Motor Co Ltd
Self adjusting drum brake assembly

1286401 Ford Motor Co Ltd
Low liquid level warning system

1293268 Ford Motor Co Ltd
Moving pointer instrument assembly

1330267 Ford Motor Co Ltd
Motor vehicle disc brakes

1330630 Ford Motor Co Ltd
Motor vehicle disc brake

1333361 Ford Motor Co Ltd
Powder coating compositions

1334354 Ford Motor Co Ltd
Powder coating compositions

1334355 Ford Motor Co Ltd
Powder coating compositions

1333539 Ford Motor Co Ltd
Powder coating compositions (1)

1337690 Ford Motor Co Ltd
A motor vehicle having a safety seat

1339376 Ford Motor Co Ltd
Thermoplastic acrylic powder coating compositions

1339377 Ford Motor Co Ltd
Powder coating compositions

1340154 Ford Motor Co Ltd
Powder coating compositions

1340288 Ford Motor Co Ltd
Auxiliary power unit for use with internal combustion engines

1342852 Ford Motor Co Ltd
Self cross-link coating compositions

1355248 Ford Motor Co Ltd
Spark ignition internal combustion engine

1355249 Ford Motor Co Ltd
Spark ignition internal combustion engine

1355250 Ford Motor Co Ltd
Spark ignition internal combustion engine

1370397 Ford Motor Co Ltd
Gas turbine engine

1378950 Ford Motor Co Ltd
Motor vehicle disc brake

1386202 Ford Motor Co Ltd
Remote adjustable external rear view mirror for motor vehicles

1387295 Ford Motor Co Ltd
Carburettors

1388869 Ford Motor Co Ltd
Brake shoe and lining assembly for a motor vehicle disc brake

1388870 Ford Motor Co Ltd
Motor vehicle disc brake

1389138 Ford Motor Co Ltd
Carburettor having a throttle valve positioner

1389465 Ford Motor Co Ltd
Motion transmitting linkage mechanism

1391509 Ford Motor Co Ltd
Method for decreasing nitrogen oxides in exhaust gases

1406135 Ford Motor Co Ltd
Gas turbine regenerative heat exchanging system

1406183 Ford Motor Co Ltd
Elastomeric energy absorber

1407667 Ford Motor Co Ltd
Tractor having a hydraulic lift system

1408840 Ford Motor Co Ltd
Catalytic combustion apparatus

1409162 Ford Motor Co Ltd
Moulding insert and assembly for use in fabricating a cube-corner reflector assembly

1432796 Ford Motor Co Ltd
Method of adjusting end float in tapered roller bearings

1434870 Ford Motor Co Ltd
Coupling for liquid and vapour flow in opposite directions

1438411 Ford Motor Co Ltd
Method of forming a hydrophilic coating over an aluminium surface

1442917 Ford Motor Co Ltd
Internal combustion engine exhaust gas control system

1443659 Ford Motor Co Ltd
Gas turbine engine

1450499 Ford Motor Co Ltd
A sealing strip, in particular for motor vehicle bodies

1453095 Ford Motor Co Ltd
Carburettor cold enrichment device

1468685 Ford Motor Co Ltd
Semi conductor rectifier heat sink assembly

1174709 Standard Telephones and Cables Ltd
A symmetrical polyphase network

1252838 Standard Telephones and Cables Ltd
Gas discharge display matrix

1367225 Standard Telephones and Cables Ltd
Semiconductor device mounting arrangement

1392165 Standard Telephones and Cables Ltd
Data transmission arrangement

1392465 Standard Telephones and Cables Ltd
Crytographic system

1439425 Standard Telephones and Cables Ltd
Electromagnetic relay armature arrangement

1473706 Standard Telephones and Cables Ltd
Noise suppressor circuit

1361366 United States Department of Energy
Removal of organic and inorganic iodine from a gaseous atmosphere

1364198 United States Department of Energy
Electromagnetic disturbance neutralisation radiation detector

1418330 United States Department of Energy
Chemical digestion of low level nuclear solid waste material

1420044 United States Department of Energy
Zeeman effect absorption spectrometer

1444139 United States Department of Energy
Filler alloys for fluxless brazing of aluminium alloys

1471908 United States Department of Energy
Alloy solution hardening with solute pairs

1396504 EMI Ltd
Improvements in or relating to the production of gramophone records

1478140 EMI Ltd
Improvements in or relating to character recognition devices

1478315 EMI Ltd
Improvements in or relating to pressure transducers

1479142 EMI Ltd
Improvements in or relating to sequencing circuits

1482754 EMI Ltd
Improvements in or relating to lasers

1468666 The Post Office
Improvements in or relating to demodulators for digital phase shift keyed systems

1468825 The Post Office
Improvements in or relating to modulators for phase shift keyed systems

1473083 The Post Office
Improvements in or relating to digital encoders for phase shift keyed systems

1473084 The Post Office
Improvements in or relating to digital encoders for phase shift keyed systems

1473641 The Post Office
Improvements in or relating to digital encoders for phase shift keyed systems

1214675 G. V. Planer Ltd
Improvements in or relating to equipment for glow discharge processing

1436670 Chinoin Gyogyszer-Es Vegyeszeti Termekek Gyara Rt.
Preparation of a-6-Deoxy-5-oxytetracycline

1468744 Imodco Inc.
Swivel unit for mooring and cargo transfer system

1477631 Parnall & Sons Ltd
Improvements relating to structural assemblies such as furniture joints

1485174 Werkzeugmaschinenfabrik Adolf Waldrich Coburg
Metering apparatus for liquids

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form 45 within two months after the date of endorsement.

I. J. G. Davis, Comptroller

Government sales

24 June 1978 – Furniture

Location:
Royal Air Force Shawbury, Salop

Auctioneers:
Arnold and Son (Dept L), 13 Market Place, Burton-on-Trent, Staffs (0283 64657)

The sale consists of mainly small or single item lots of furniture.

Catalogue price 25p, postage 15p

28 June 1978 – Miscellaneous

Location:
Bristol Euro-Crest Hotel, Filton Road, Hambrook, Bristol

Auctioneers:
Russell Baldwin and Bright (Dept L), 20 King Street, Hereford (0432 55441)

Stores lying at Hereford and other depots including furniture, carpets, clothing, blankets, machine tools, electronic and electrical spares, MT spares, tyres, petrol engines, Coles crane, fork lift trucks and 10 vehicles.

Catalogue price 40p, postage 15p

5 July 1978 – Furniture

Location:
Ordnance Support Unit RAOC, Chart Road, Ashford, Kent

Auctioneers:
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester, Essex (0206 46161)

The sale consists of mainly small or single item lots of furniture.

Catalogue price 20p, postage 10p

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale.

On Tuesday this week (13 June), Secretary of State for Industry Eric Varley announced a new £25 million government scheme as part of the government's campaign to encourage the more efficient use of energy. Aimed at all sectors of industry, trade and commerce, from manufacturing and agriculture to banking, insurance and the service industries, the scheme will make grants available under section 8 of the Industry Act 1972 to help firms save energy by replacing or improving inefficient boiler plant and by insulating premises. More details below.

– with new government funds

Cost savings of about £370 million a year could be achieved through energy conservation measures in manufacturing industry alone, said Eric Varley in London on 13 June.

He told a political and economic planning seminar that the government's new energy conservation scheme would make £25 million available to cover a 25 per cent grant of the costs arising from the replacement or modernisation of boiler plant; the insulation of premises; and either the improvement or replacement of combined heat and power systems.

'With such a wide spread of interest – industry, trade and commerce, including manufacturing and service industries, agriculture and other activities – I believe the scheme can help significantly to cut overheads and make a vital contribution to the energy conservation programme.'

Mr Varley pointed out that it was only by using resources effectively – and, he said, energy conservation was accepted by all as a major factor in this – that Britain had the hope of improving its trading performance.

'I would be delighted if the department was overwhelmed by applications. I think the scheme is generous and particularly well-timed,' he said.

The scheme, which has been established under section 8 of the Industry Act 1972, will run for two years. It will provide 25 per cent grants for the replacement and modernisation of boiler plant; 25 per cent grants for the insulation of premises; capital grants for the replacement or modernisation of combined heat and power systems; and 50 per cent grants for associated consultancy work.

New plant installation is not covered, but the grants are available for the replacement and modernisation of existing inefficient plant.

The scheme is being operated in co-operation with the Departments of Energy and Environment.

Proposals must be based on an appraisal by a consultant and the grants will cover 50 per cent of agreed consultancy fees for inspections and appraisals required in preparing the proposal, and 50 per cent of the agreed cost of employing a consultant to supervise or inspect work carried out after a proposal has been approved.

Each approved project must be technically sound, produce a worthwhile improvement in energy use, satisfy specific technical requirements, and cost more than a certain minimum sum.

Replacing or modernising boiler plant

A cash grant of 25 per cent of the costs is available if:

1 the existing boiler has a thermal efficiency below or close to 70 per cent and it is replaced by an improved boiler or alternative energy-conversion plant;
2 ancillary equipment for the replacement boiler is installed;
3 ancillary equipment is installed to improve energy use with an existing boiler.

The minimum total project costs for 1 plus 2 combined are £15,000, and, for 3, £5,000.

Insulating premises

A cash grant of 25 per cent of the cost of insulating, including improved ventilating and heating controls, is available if the premises have a life expectancy of at least 10 years and an existing average overall 'U' value of at least 3.0 Watts/sq m °C. The minimum total project costs here are £3,000.

Combined heat and power systems

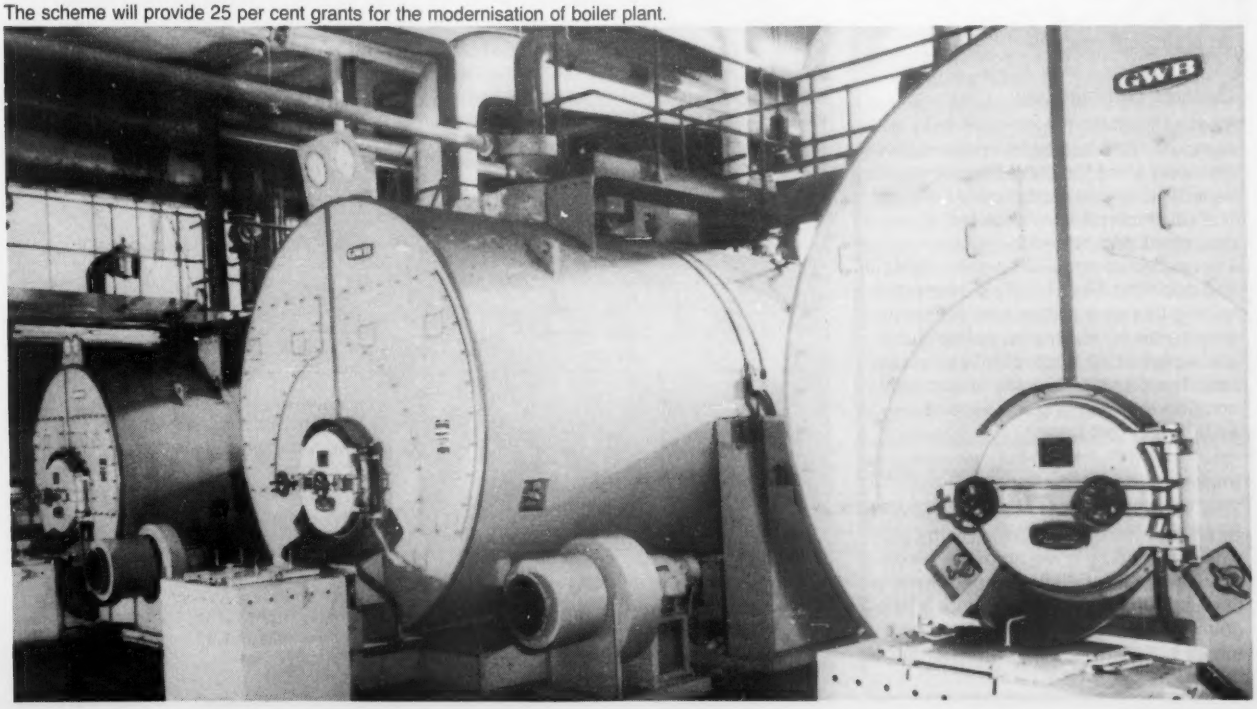
In this case the department has to be satisfied that without a grant the project would not be started as soon, or so comprehensively, as proposed. A grant based on the merits of the project would be negotiated.

The grants are for:

1 replacing an existing boiler with thermal efficiency below or close to 70 per cent by a combined heat and power system;
2 replacing an existing combined heat and power system by an improved one;
3 modernising an existing combined heat and power system.

The minimum total project costs are £100,000.

The scheme will provide 25 per cent grants for the modernisation of boiler plant.



Official what's what

Second edition of the Guide to Official Statistics

The second edition of 'the official what's what', has been produced by the Central Statistical Office. That was one name given to the Guide to Official Statistics when it first appeared in 1976. Now the second edition (HMSO, £8.25) offers a complete update. There is detailed information on 2500 statistical sources covering nearly 800 topics. All official and important non-official publications offering statistics relevant to these subjects are listed in over 400 pages.

All published sources

For each topic there is a full description of all the published sources available – regular publications and special reports, articles and analyses etc with significant statistical content, going back at least a decade.

For each source identified, relevant publication details are listed in a separate bibliography.

An alphabetical index locates the occurrence of 3000 'key words' throughout the main part of the guide. There is also a list of contact points in central government departments for further information.

Major award

The first edition of the guide became the first publication from a government department to win a coveted award from the Library Association – the Besterman medal 'for an outstanding bibliography or guide to the literature'. Over 6000 copies were sold and it firmly established itself on library shelves all over the country as the definitive work on statistical sources.

Updated continuously

The material for the guide is held on computer and has been updated continuously since the first edition was published – every important new publication or article of relevance fed in, described and indexed.

Thousands of separate amendments and additions have been made in maintaining this as a unique and indispensable guide for librarians, researchers and users of all kinds of official statistics. The Open University is currently considering adopting the second edition as a set book.

Important development

This major reference book is regarded as an important development in the service provided by government to potential users of its statistics. In addition it is seen as a significant contribution to the government's general aim of creating easier access to the information it produces.

Industrial Strategy

The new energy conservation scheme is part of other industrial schemes within the government's Industrial Strategy. By using energy more efficiently, the energy import bill is reduced and domestic oil resources are conserved; at the same time it helps to make industrial companies more competitive, and improves export potential.

Some of the earlier industrial support measures have already shown energy-saving results and this spin-off has been particularly evident in the ferrous foundry and non-ferrous foundry industries.

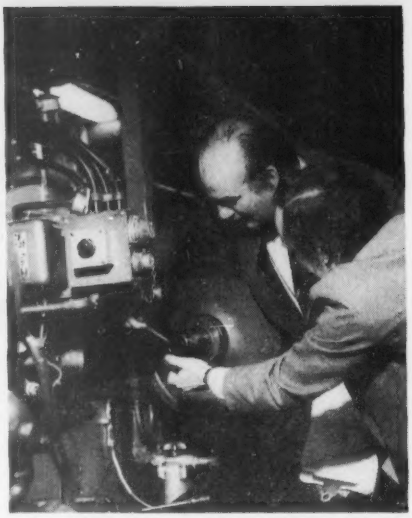
Government initiatives

Explaining the background of the scheme to journalists on 13 June, Parliamentary Under-Secretary of State for Industry Les Huckfield pointed out that the government had already taken many initiatives in improving energy conservation in the UK. Its policy was set out in the white paper of July 1976, he said. More recently, in December 1977, the Secretary of State for Energy had announced an extension of these policies, and the present position was set out in the green paper on energy policy, which was published in February of this year (see *Trade and Industry*, 17 February, page 330).

Through the industrial energy thrift scheme, he said, the Department of Industry had conducted programmes of visits to industry to find out the way energy was used over the past two to three years. This had helped the government to decide what kind of measures it might bring forward to improve energy use.

'As a result of these visits, I was able last December to announce that there were potential energy savings open to industry amounting to 5½ million tons of oil equivalent per year, or in financial terms, cost savings of about £370 million each year.'

These potential energy savings were based on direct evidence from industry, and were available provided that the necessary actions and investment were forthcoming, Mr Huckfield said. Many of the measures involved were mostly of the 'good housekeeping' variety (adjusting the control of thermostats, better maintenance of boilers, more efficient lighting, turning off idling equipment, improving process scheduling, and so on). However, other opportunities were identified which would require expenditure of capital in order to save money (insulation of steam pipes, the insulation of office and factory buildings, or the replacement of old, inefficient boilers)



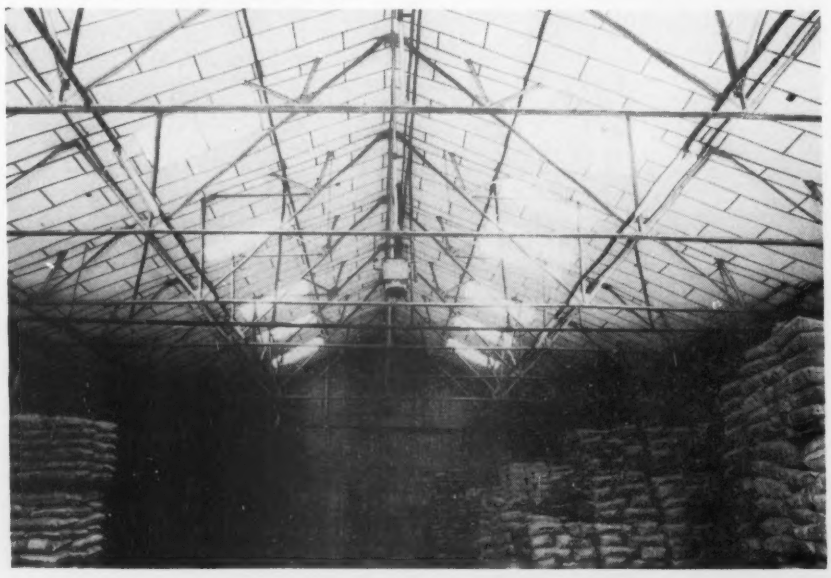
Boiler efficiency: a possible area for energy savings.

Many companies were already taking advantage of some of the opportunities to save energy by good housekeeping, and there were indications that other companies were beginning to appreciate the cost-savings that could be made via energy conservation, Mr Huckfield explained. But the government had concluded that this process should be accelerated in certain areas by selective financial support. This had led to this new scheme under section 8 of the Industry Act.

More information

Information about the scheme can be obtained from the Department of Industry Energy Conservation Scheme, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 5380, 01-211 7080, or 01-211 7121.

Increasing the insulation thickness from 25 mm to 75 mm on a factory roof area of 16 000 sq ft can save up to 30 per cent on fuel consumption.



New publications

Warehousing and storage: international guide

Development of the world's storage and distribution network has been so considerable in recent years that it became necessary to form the International Federation of Public Warehousing Associations, to co-ordinate the industry on a worldwide basis. Although there have been directories of warehousing and storage firms, they were national in scope, and so it is pleasing to see that this international movement in the industry has now thrown up an international directory.

The new directory includes a large section on the UK, but it will probably be of particular interest to users for the wide range of overseas facilities that are listed. Full addresses and telex numbers are included for all companies where these have been supplied. Additional details of total warehouse capacity, and minimum clearance height are also given, together with 15 abbreviations for available facilities (eg containers, cool storage). It is difficult to determine, however, whether the many foreign firms listed without abbreviations have no facilities or have not supplied details.

Nevertheless, this directory fills a real gap, and will undoubtedly find many regular users. We hope that by the time a second edition appears, it will have expanded its coverage still further, and have gathered more details of those entries that go no further than just names and addresses.

The International Warehouse and Storage Directory 1978. IPC Industrial Press Ltd, Dorset House, Stamford Street, London SE1 9LU. 1978. 250 pages; paperback £15.00.

Pessimistic outlook for commodity prices

That commodity price instability is often the result of quite arbitary and unpredictable events, ranging from weather and pests to strikes or changes in government policy, is something most people know from their personal consumption – be it coffee or gramophone records. This very unpredictability makes any informed price forecasting on the world's major commodities of value, and the Economist Intelligence Unit has now produced a report which examines the major influences on these price movements and looks at trends in the next decade.

Author Anthony Edwards sees three major factors influencing prices: the development of home processing industries by the commodity producers in developing countries so that there are less unprocessed commodities available for export to the western industrial nations; the new arrangement of international commodity trade; and the effects of world shortages. He also looks at long-term influences into the 1980's and beyond.

A number of commodities are excluded from the report including those used primarily for food and foodstuffs, fertilisers, fuel and building materials, while most other materials are examined in some depth. Statistics which have been obtained from United Nations and other major international sources are reproduced in a seperate appendix volume. Mr Edwards concludes, rather pessimistically, that raw material prices relative to manufacturing prices are more likely to rise than to fall in the next decade.

Raw Material Prices in the 1980's, by Anthony Edwards. Special Report no. 48. Economist Intelligence Unit, Spencer House, 27 St James Place, London SW1A INT. 1977. 2 volumes paperback £40.00.

Changes in patent law

Two treaties are coming into force this year which are likely to have an impact on the international patent world unequalled since the industrial property convention of 1883. These are the patent co-operation treaty and the European patent convention. Under the powers of the convention, the European patent office opened for the receipt of applications on 1 June. All this activity has resulted in an increase in the number of publications providing guidance on the subject.

For the practitioner who may require some help regarding the new procedures and the principles involved, two comprehensive works have recently been published. Authors of both the 'European Patents Handbook' and 'Patent Law of Europe and the United Kingdom' set out to provide a practical approach, but each book varies somewhat in scope. In both works treaties are reproduced, together with rules, protocols and related documents, However, more commentary is to be found in the 'European Patents Handbook', which illustrates the similarities and differences between the two treaties. Inevitably as yet there is no case law to be reproduced. Available data is however helpfully arranged in two volumes, with a large amount of explanatory text. The looseleaf format is used to facilitate periodic updating.

The publishers of the second publication have opted for the same format. There is, however, in the case of 'Patent Law of Europe and the United Kingdom' a lack of commentary on the text. Also lacking at the moment is a general introduction and an index. These gaps are due to be filled at a later stage by the supplement service, but it does seem a pity that there should have been so many omissions in this initial issue. All the significant innovations in the revision and the modernisation of UK patent law which came into force as a result of the 1977 Patents Act are well covered in this volume and as these various supplements are published, the value of this work will increase.

Both publications should make a significant contribution to the documentation on patent legislation both in this country and throughout the community.

European Patents Handbook, by the Chartered Institute of Patents Agents. Oyez Publishing. 1978. Looseleaf 2 volumes £75.00 (ISBN 0 85120346 9).

Patent Law of Europe and the United Kingdom, by A. M. Walton and H. I. L. Laddie. Butterworths. 1978. Looseleaf £45.00 (first issue). £50.00 (first issue with binder). (ISBN 0 40641502 1).

Resource allocation for the specialist

One of the central questions of economics relates to the co-ordination of individual units within a large organisation to achieve the overall objectives of that organisation. Important practical examples would be those of national economies or large multi-divisional companies, where decision-making is decentralised into the hands of individuals and specific enterprises, each drawing on a different pool of information. The decisions made by those economic agents must be co-ordinated in order to achieve the optimal allocation of limited resources. Such co-ordination links the theory of these economic systems to the mathematical theory of constrained optimisation, but there is still the problem of how co-ordination can be achieved in practice.

A recent collection of papers, 'Studies in Resource Allocation Processes', explore many facets of this problem.

Based on a large selection of papers written by several eminent American economists, the authors examine in depth different aspects of the subject. Particular emphasis is placed on the possibilities of decentralisation within the firm.

The general reader should note that the treatment is highly mathematical and intended primarily for the professional economist.

Studies in Resource Allocation Processes, edited by Kenneth J. Arrow and Leonid Hurwicz. Cambridge University Press. 1977. 482 pages. £15.00 (ISBN 0 521 215226).

The books reviewed above – and many other business books are available immediately from stock at these booksellers.

THE BUSINESS SCHOOL BOOKSHOP
Sussex Place, Regent's Park, London NW1 4SA 01-723 3902

ALAN ARMSTRONG ASSOCS LTD, BOOKSELLERS
12 Castle St, Edinburgh EH2 3AT 031-226 4201

New products

New carbon introduced to cut costs of solvent recovery

An effective carbon has been developed by Chemviron to help companies save considerable sums of money on solvent recovery. Because of its extremely fine pore structure, it is also suitable for combating air pollution.

Manufactured from bituminous coal the BPL granular activated carbon has a high surface area for adsorbing solvents from processing streams or exhaust vents, as well as high density, high volume activity and ease of regeneration.

The company claims that the performance of BPL shows its ability to easily and quickly release the trapped solvents during regeneration, which leads to lower steam consumption and general improvement in plant performance. Solvents it has been used to adsorb include alcohols, chlorinated hydrocarbons, esters, ketones, ethers and aromatics. Chemviron says that is has also been successfully used in air conditioning systems and for combating air pollution where plant air exhausts are odorous or harmful.

Further information: circle 679

Computer-based weight-watcher for prepacks

A computer-based system to control the weight of all types of prepacked solids and liquids has been developed by Kins Applied Technology Ltd. Kins K1000 system has been designed to help packers of high-volume food, drink and other consumer products meet the requirements of forthcoming EEC average-weight legislation.

Heart of the Kins system is a powerful micro-computer, located in a plant's quality control laboratory, to store weight information on up to 2000 different products. The computer is connected to a number of weighing stations – comprising either balances or continuous checkweighers and their associated operator panels – located adjacent to the filling machines.

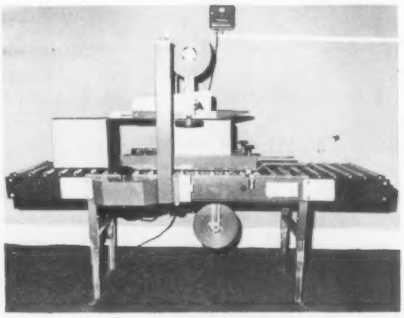
In operation, a measurement taken at the weighing station is compared with information stored in the computer, and the operator is immediately supplied with details of average weight, standard deviation and correction values on a display unit. The calculation of correction value on a statistical basis ensures that prepack weights will meet the requirements of legislation whilst at the same time minimising overfill. Details of all individual tests are produced on a printer, as are shift and daily summaries.

Further information: circle 680

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Machine for automatic case sealing



A low cost automatic case taper designed for high-speed sealing of uniform size cases of any length from 150 mm, with heights ranging from 100 mm to 500 mm and widths from 110 mm to 500 mm has been added to the range of machines available for hire from Limpet Tapes Ltd. Operating speed is 20 m per minute giving a sealing throughput for most applications from 1500 to 2500 cases per hour, according to case lengths.

Further information: circle 681

Pneumatic micro-switch for industry

A pneumatic micro-switch from Kay Pneumatic is claimed to provide the advantage of pneumatic control without sacrificing space or operational flexibility compared with electrical types. Electrical switches, extensively used in industry, require expensive and bulky shrouding in hazardous environments whereas the pneumatic type is intrinsically safe.

Designed to be mechanically interchangeable with the internationally adopted V3 micro-switch, the KRA3 pneumatic switch is intended for the direct control of three– or five-port spool valves through a single pipe connection. It is particularly suitable where reliability and minimal mounting space are of importance. Identical mountings and interchangeable accessories permit direct conversion between electrical and pneumatic systems.

The company's proven valve and lever mechanism is used in the switch. Working life of actuator lever and poppet valve is similar to that of the spool valves they are designed to operate. Unlike the bow spring of electric switches, explains the manufacturer, the lever return spring of the pneumatic micro-switch is lightly stressed and reliable, its sole function being to close the poppet valve against air pressure in the pipe. The operating lever travel, ½ mm free travel and an additional 1 mm overtravel – the switch body itself preventing further overtravel – is designed to be identical to that of electrical micro-switches.

Supplied as standard with push-in fittings for 4 mm diameter flexible tube, the switch has an operating range between −10°C and +65°C. It measures 34 mm × 18 mm × 10 mm and weights 7 g.

Further information: circle 682

Picture shows the weighing station incorporated in a typical Kins K1000 computer-based weight control system. In operation, a number of these balances and visual display units are linked directly to a micro-computer programmed with weight information on up to 2000 products.

Technology news

BR rolls out its train of the future

British Rail unveiled the next-generation electrically-powered train for inter-city services at its Derby works on 7 June. On show were the first vehicles for three pre-production advanced passenger trains (APTs) now being prepared for intensive proving trials. The biggest single step in improved performance yet attempted by any railway is claimed for the ATP, which, using advanced technology, is designed for speeds up to 150 mph on existing tracks.

First vehicles for the trains will soon become a familiar sight in trials on the electrified main line between London and Glasgow. Passenger-carrying services with the pre-production trains to obtain up to 200 000 miles experience are expected to begin next year.

The three trains now being built by British Rail Engineering Ltd in Derby have been designed by BR's chief mechanical and electrical engineer's design teams and are based on fundamental research carried out by the research and development division. The research originated in basic studies of rail freight and passenger vehicle dynamics and culminated in the demonstration trials of the experimental 152 mph turbine-powered APT-E train.

Results obtained led to the authorisation in 1974 for the building of three pre-production electrically-propelled passenger-carrying APT-Ps to be the forerunners of a fleet of trains for inter-city routes.

Cost of the research and development phase of the programme, including building and running APT-E, was around £10 million. At the time of authorisation, the APT prototype programme, including the three trains, production line and other development costs, which will not recur, and major items such as maintenance depots, which will be required for subsequent trains, was approved at a total cost of about £25 million. A sum of £11.6 million has been loaned to the project by the European Investment Bank.

Journey times of conventional trains are determined largely by speed restrictions around curves. On all but the straightest routes, only modest time savings can be achieved by increasing speeds much above 100 mph. It is these straight routes on which British Rail is currently introducing the diesel-powered 125 mph high speed train.

Faster on the curves

Approximately half of BR's major routes are made up of curves and 50 per cent of these curves are relatively sharp. Advanced passenger trains are designed to operate on these curves at speeds typically 20-40 per cent above those of conventional trains. This results in higher average speeds, much shorter journey times and a bonus of significant energy savings due to the reduction in braking and acceleration required negotiating curves.

Because of the train's faster curving speeds, all coaches will tilt by up to 9° under automatic control to maintain passenger comfort.

The three pre-production APTs will run at 125 mph maximum to cover the 401 miles between London and Glasgow in passenger service in 4 hours 15 minutes, including one stop and allowances for speed restrictions when running over routine track maintenance works. This compares with five hours for today's 100 mph inter-city trains and a theoretical journey time of 4 hours 50 minutes for a 125 mph high speed train having to obey the existing speed restrictions on curves.

First vehicle delivered to the commissioning and testing teams was one of the six 4000 horsepower electric cars which provide the power for the trains. These vehicles will not be in front of the passenger coaches as with conventional trains, but will be located in the middle of the trains. At each end of the train there is a driving cab and the aerodynamically shaped nose which gives APT its distinctive and stylish appearance.

The trains can be formed into alternative versions with different combinations of power cars and trailer vehicles to meet various requirements. A 125 mph train seating over 500 people can have one power car and up to 11 trailer vehicles. A 150 mph train would comprise two power cars and up to 12 coaches and carry nearly 600 passengers.

Fully air-conditioned, the train has sliding power-operated passenger doors. Coaches are constructed of aluminium alloy to give a weight saving of over 40 per cent compared with conventional steel coaches with no loss of strength. The vehicles are articulated with the ends of adjacent coaches sharing a single bogie.

Hydrokinetic, or water turbine brakes designed to stop the train within the distances allowed for by today's signalling system based on 100 mph trains, are used to handle and dissipate the large energy levels involved.

First train of two power cars and six trailer vehicles will be commissioned by the autumn of 1978 and will run on the London-Glasgow line, particularly in north west England and Scotland.

As more vehicles roll-off the production lines, they will be commissioned and tested and then formed into complete trains. After a period of crew training runs, APTs will substitute for standard 100 mph Anglo-Scottish

Driving car and two passenger saloons of British Rail's first pre-production advanced passenger train at Derby.

trains in daily passenger service in mid-1979. The first 125 mph schedules will be introduced in October 1979.

British Rail forsees a requirement for 60 to 70 APTs to replace existing stock on principal services in 1982-85. Whilst the new train has been designed specifically for UK gauge, BR sees good prospects for exporting APT technology and already the project is receiving considerable interest in north America.

Britain to build a nuclear laundry

A reprocessing plant capable of 'laundering' 1200 tonnes of spent oxide nuclear fuel annually is to be built at Windscale. The uranium and plutonium recovered by the plant each year will produce energy equivalent to 160 million barrels of oil or 35 million tonnes of coal.

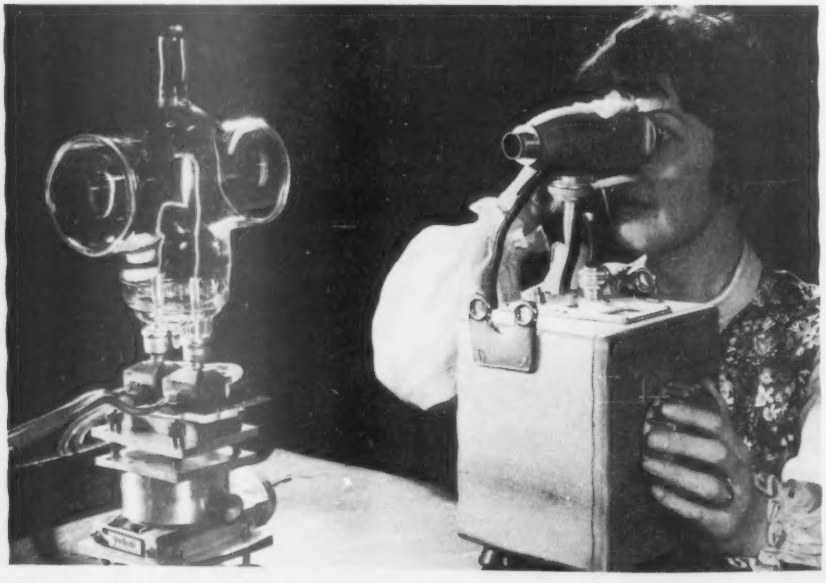
British Nuclear Fuels Ltd is confident that the present method of storing the small amount of waste is safe, but alternative methods are being investigated. One such method is vitrification – storing the waste product in a special glass which, as a solid, can be stored in stainless steel containers in cooled storage ponds. The glass is highly insoluble and the stainless steel provides additional containment. Already a pilot vitrification plant is operating at the Harwell Laboratories of the United Kingdom Atomic Energy Authority.

Britain's nuclear industry, it is claimed, is currently achieving standards of safety 10 times higher per unit of energy delivered than any other power source. As a result of design improvements and operating experience, the new plant will operate at levels of safety much higher than those accepted for current reprocessing and well within internationally agreed limits.

If all the electric power – both domestic and industrial – that one man used in his lifetime were to be generated by nuclear power alone, the long-lived radioactive wastes produced could all be incorporated into a piece of glass this size.

Temperature standards service presented at Tempcon

Calibration at the Department of Industry's National Physical Laboratory of an industrial optical pyrometer as used in the steel industry for measuring furnace temperatures. The range of temperature measurement services provided by the laboratory will be shown at the Tempcon '78 exhibition at the Wembley Conference Centre on 26 to 28 June. The laboratory establishes the international practical temperature scale (IPTS-68) for the UK and disseminates it by means of high precision calibrations of resistance thermometers, thermocouples, standard lamps, optical pyrometers and liquid-in-glass thermometers. In addition, advisory services are provided for problems in temperature measurement and control. A programme of research is carried out to provide improved standards of temperature measurement. Details of these calibration services are contained in a booklet entitled 'Temperature' available free of charge from the National Physical Laboratory, Queens Road, Teddington, Middlesex TW11 0LW, tel. 01-977 3222.



Anglo-German discussion of measurement standards

A delegation from the Physikalisch Technische Bundesanstalt (PTB), the national standards laboratory of the Federal Republic of Germany, visited the Department of Industry's National Physical Laboratory at Teddington on 5 June to discuss matters of common interest in the field of measurement standards.

The visitors were shown examples of NPL's work in this area and discussed ways in which international collaboration could be further improved, particularly through the auspices of the International Bureau of Weights and Measures. Discussions also centred on the FDR's newly formed national calibration service (DKD) which is to be modelled on similar lines to NPL's British Calibration Service.

PTB and NPL have a long history of collaboration. There is a continuing programme of intercomparing national standards, recent examples being in length, pressure and temperature measurement. Members of the laboratories' scientific staff have also been on exchange visits. This latest meeting confirmed the strong links which exist between the two laboratories and re-affirmed the mutual benefit of continuing collaboration.

Improvements in ASP sought

A £70,000 design study contract is to be placed with machine tool designers in industry by the Department of Industry to seek improvements in automated small-batch production. This arises from a recommendation made by a committee on automated small-batch production (ASP) which was set up in 1976 by the department's mechanical engineering and machine tool requirements board.

The committee will continue in existence to steer the programme of work. It is willing to consider proposals for research and development work in the field of automated batch manufacture which might be integrated with the committee's programme and which could be eligible for funding on a cost shared basis through the department's requirements board. The committee will also interact closely with the Science Research Council where proposals seem appropriate to council funding. The contact is Mr R. M. Sim, ASP Project Officer, Manufacturing Systems Group, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU, tel. East Kilbride 20222.

A proportion approaching 80 per cent of metal cutting manufacture is in volumes too small to justify the use of specialised machines which are expensive and/or have long set-up times. The decreasing cost of electronic control techniques, particularly incorporating small computers, is being exploited to provide flexible or versatile automation on machines with very short set-up times for each batch.

Automation of this type is envisaged as comprising of numerical control (NC) machines, each highly reliable and unattended, with the automatic transfer of workpieces between machines as appropriate. The

advantages of such a system lie in the increased productivity, reduced direct and indirect costs, consistent product quality, 24 hour utilisation with the small workforce mainly involved in the day shift, and predictable delivery performance.

In a study of the UK and international scene in batch manufacture the ASP committee found that the UK lags its major competitors by about 10 years in installing flexible systems – these are cells of numerically controlled machine tools linked by computer and with a computer-controlled workpiece transport system; and the current scale of research and development is very small in comparison with other major industrialised countries.

To prevent further deterioration of our relative position in the short term and lay the foundations for the advanced systems of the future the committee recommended: encouragement for the early implementation of newer technology into industry, including co-operative ventures between UK manufacturing and user companies; for the longer term, encouragement for the UK machine tool industry to produce designs which will be radically different from the current generation of NC machine tools; and to strengthen the long term approach, a major design study contract, to last one year, is to be placed with machine tool designers in industry with the output being general arrangement drawings of robust, reliable and modular manufacturing units.

The committee also found that there was much relevant research and development already going on in universities and research establishments, and recommended that some co-ordination of these activities would increase their value to UK builders and users. Some new projects were also recommended.

A working party of specialists in the fields of economic analysis, social implications, machine design, monitoring, workpiece and information handling, control and simulation, is supported the ASP committee. A bound volume of its contributions 'The ASP Technical Study' is available from the National Engineering Laboratory, conference section, together with an extensive bibliography, at a combined price of £98.

Alternative energy: government to boost R and D

Details of government-funded work on alternative sources of energy for the UK were published last week in a white paper presented by Tony Benn, Secretary of State for Energy (see *Trade and Industry*, 9 June). He announced that a further £6 million was to be allocated for research and development of wave, wind, geothermal energy and for further studies to assess tidal barrage schemes in the Severn Estuary.

The white paper, 'The Development of Alternative Sources of Energy' (Cmnd 7236), contained the government's reply to reports on alternative sources of energy from the select committee on science and technology.

While alternative energy sources were likely to make only a modest contribution to total energy supply before the end of the century, the white paper says that their contribution could well begin to build up usefully in the first quarter of the next century. The government therefore agreed with the select committee that the development of these alternative energy sources should be pursued with urgency and determination and that investment in research and development on such sources should be expanded. Most of these sources were at an early stage of development and the limitation to making faster progress was not the level of funding but the state of the technology involved.

Wave energy

The white paper said that progress on the wave power programme, launched in 1976, had been encouraging. Of the machines designed to capture wave energy under examination, two had advanced from laboratory tests to trials at one-tenth scale on open water at Loch Ness and in the Solent. The government was now extending the present programme of £2.5 million, due for completion this October, by a further £2.9 million.

The additional funds would support continued development work on the main types of wave energy extraction devices and increased efforts on problems common to all devices, such as gathering and analysing wave data, environmental studies, work on structures and materials and questions relating to the generation and transmission of electricity.

The next step would be to prove the technology of a prototype which would begin contributing electricity on a small scale. Installation of the production model could be expected to be stepped up with manufacturing capability.

Geothermal energy

Supplies from geothermal energy would involve tapping the naturally-occuring heat of the earth, in the form of underground reservoirs of hot water or formations of hot rock, for use in the home or in industry. The government accepted that any contribution to energy supply from this source was likely to be long term but if its research programme, started in 1976, can be carried forward to a successful conclusion there was the prospect of securing worthwhile quantities of energy from this source.

The government had, therefore, increased the programme's funding by £856,000, bringing it to £1.77 million to mid-1980. The new funds would support further geological and other work, including market assessments for geothermal heat, while the consideration of complete systems, covering extraction and distribution, was an element of growing importance in the programme.

Wind energy

An assessment of wind power for electricity generation published by the Department of Energy last year identified limited scope for the most favoured hilltop sites. The department then commissioned a study of the design and cost of a large aerogenerator – a windmill to produce electricity – which was carried out with an industrial group and the collaboration of the Scottish electricity boards.

The conclusions were sufficiently encouraging to justify proceeding towards the construction of a 60 m diameter 3.7 megawatt commercial-size prototype. The first step would be detailed design and component testing, costing £341,000 over 12 months. If results were encouraging, consideration would be given to the next two phases – constructing the machine itself and monitoring/evaluating its operation – which would cost some £2 million over about three years.

Work on the vertical axis machine, on medium-sized aerogenerators of about 100 kilowatts, on assessing novel concepts and on the offshore siting of windmills would cost £465,000 over the next two years.

Solar energy

Last year, the Department of Energy launched a £3.6 million research and development programme for solar energy which, with other government money made available, committed a total of £6 million for the subject over four years. That programme would continue.

The government agreed with the select committee that solar water heating had the most immediate potential of all the renewable energy sources. Development of solar space heating systems was at a less advanced stage. Systems specifically designed for the United Kingdom climate were needed and the Department of Energy was at present formulating a research and development programme to this end. Since the department's programme started, 24 contracts – some of them on a shared-cost basis with industry – costing over £2 million had been or would shortly be placed.

The government did not accept that there was, in the current state of the technology, an independent case at present for financial assistance towards installing solar water heating equipment but it would keep the case for such action under review. Part of the Department of Environment's work on solar energy was helping to establish standards for appliances and the government would give sympathetic consideration to requests for funding additional research which may be needed to back up this work. The Department of Industry offered assistance for certain types of project to develop products or manufacturing processes and to expand or modernise production facilities.

Tidal energy

The government accepted the select committee's recommendation that a Severn barrage committee should be set up with responsibility for further work on assessing Severn barrage schemes and their feasibility. The government intended to establish a committee, chaired by the Department of Energy's Chief Scientist, Sir Hermann Bondi, with a membership reflecting both local and wider interests and relevant professional expertise.

Department of Energy had already published studies on aspects of tidal energy and had commissioned the deployment of wave rider buoys in the Severn estuary, to measure the height and frequency of waves, at a cost of £42,000. The government would keep in mind the possibility of worthwhile projects on smaller estuaries. It may also be possible to recover energy from tidal streams and government would keep under review the potential contribution from other aspects of tidal power than the Severn barrage alone.

Parliament

Tuesday, 6 June

Overseas consumer and food prices

Norman Tebbit (Waltham Forest, Chingford) asked the Secretary of State for Prices and Consumer Protection if he would publish tables of the cumulative increases in: (a) consumer prices, and (b) food prices, from March 1974 to the latest available common date in the United Kingdom, the United States of America, Italy, France, Japan and West Germany.

Mr Maclennan gave the cumulative increases as requested. He said that the overall figures concealed differing trends over time. The latest annual increases, which were also given, illustrated the marked reduction in the rate of increase for the UK relative to that for other countries. The comparisons of increases in food prices were further complicated in that the inclusion of alcoholic drinks and tobacco varies between countries.

CONSUMER PRICES — % increase

	March 1974-March 1978	Latest 12 months (March 1977-March 1978)
UK	86.9	7.9 [1]
USA	32.7	6.5
Italy	87.7	12.3
France	48.1	9.0 [1]
Japan	42.0	4.5
West Germany	19.6	2.9 [1]

[1] April 1977-April 1978.

FOOD PRICES — % increase

	March 1974-March 1978	Latest 12 months (March 1977-March 1978)
UK	94.5	6.3 [1]
USA	27.9	8.0
Italy	98.8 [2]	14.1 [3]
France [4]	54.1	10.6
Japan	43.4	3.2
West Germany [4 5]	19.0	2.0

[1] April 1977-April 1978. [2] March 1974-February 1978. [3] February 1977-February 1978. [4] Includes beverages. [5] Includes tobacco.

Sources: OECD main economic indicators and national sources.

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Selective financial assistance

Mike Noble (Rossendale) asked the Secretary of State for Industry if he would categorise the various forms of selective financial assistance available to industry through his department; and if he would show how much has been paid out under each scheme each year since 1974: (a) by industry and (b) by region.

Mr Cryer gave the accompanying table which showed offers and payments of regional selective financial assistance under section 7, and through sectoral industry schemes, the accelerated projects scheme and the selective investment scheme under section 8 of the Industry Act 1972. He said that except for the accelerated projects and selective investment schemes, where information was provided up to 30 April 1978, the other information was drawn from available statistics and covered the period 1974-77. Payments were shown on a cumulative basis since the breakdown by calendar years could only be provided at a disproportionate cost.

INDUSTRY ACT 1972, SECTION 7 ASSISTANCE SINCE 1 JANUARY 1974 — £ million

	Offers					Payments
	1974	1975	1976	1977	Total	1974-77
By industrial sector:						
Agriculture, forestry and fishing	—	—	—	—	—	0.1
Mining and quarrying	0.8	—	2.7	0.9	4.4	1.3
Food, drink and tobacco	4.7	4.7	2.7	4.0	16.1	9.1
Coal and petroleum products	—	0.2	—	—	0.2	0.2
Chemicals and allied industries	2.6	11.7	3.0	8.6	25.9	15.1
Metal manufacture	3.0	5.3	4.9	2.1	15.3	8.9
Mechanical engineering	5.8	14.3	10.7	12.0	42.8	27.1
Instrument engineering	0.7	0.4	1.4	0.5	3.0	2.0
Electrical engineering	13.3	19.7	17.8	10.8	61.6	31.7
Shipbuilding and marine engineering	3.1	5.1	4.9	0.5	13.6	6.2
Vehicles	12.5	2.0	1.3	4.1	19.9	11.7
Metal goods not elsewhere specified	1.7	1.3	3.4	3.2	9.6	6.0
Textiles	4.3	3.8	7.3	6.0	21.4	15.7
Leather, leather goods and fur	0.2	0.1	2.2	1.0	3.5	2.9
Clothing and footwear	0.8	0.4	2.2	0.4	3.8	2.3
Brick, pottery, glass, cement, etc	2.4	0.9	2.9	3.4	9.6	3.3
Timber, furniture, etc	1.7	1.0	1.6	0.8	5.1	3.5
Paper, printing and publishing	3.0	1.7	2.7	3.5	10.9	6.3
Other manufacturing industries	1.2	11.5	2.0	4.0	18.7	12.5
Construction	1.1	0.2	0.1	0.3	1.7	1.5
Service industries	4.2	5.0	4.1	6.8	20.1	10.0
Total	67.1	89.3	77.9	72.9	307.2	177.4
By region/country:						
Scotland	16.4	28.7	21.1	18.0	84.2	46.2
Wales	15.7	17.3	14.2	6.0	53.2	27.6
Northern	6.2	10.9	14.1	18.1	49.3	25.9
North-west	19.7	26.4	13.9	22.4	82.4	54.0
Yorkshire and Humberside	6.7	3.9	9.3	4.6	24.5	17.6
East Midlands	0.5	1.6	0.8	0.9	3.8	2.5
South-west	1.9	0.5	4.5	2.9	9.8	3.6
Total	67.1	89.3	77.9	72.9	307.2	177.4

Note: In addition some £95,000 has been offered in the west Midlands region over the four year period. Payments have totalled £91,000.

INDUSTRY ACT 1972, SECTION 8 ASSISTANCE

Sectoral industry schemes commenced since 1 January 1974 — £ million

	Offers					Payments
	1974	1975	1976	1977	Total	1974-77
By scheme:						
Machine tool [1]	—	—	3.3	8.0	11.3	1.7
Ferrous foundry [1]	—	—	21.7	41.1	62.8	8.1
Clothing [1]	—	—	0.8	2.6	3.4	1.1
Poultry meat [1]	—	—	0.5	3.5	4.0	0.2
Paper and board [2]	—	—	1.2	5.4	6.6	1.5
Printing machinery [1]	—	—	—	1.8	1.8	0.2
Textile machinery [1]	—	—	—	0.5	0.5	—
Electronic components [3]	—	—	—	1.4	1.4	—
Non-ferrous foundry [4]	—	—	—	2.6	2.6	0.1
Redmeat slaughterhouse [5]	—	—	—	2.5	2.5	—
Wool textile [1/2]	—	—	—	0.1	0.1	—
	—	—	27.5	69.5	97.0	12.9
By region/country:						
Scotland			3.9	4.6	8.5	1.5
Wales	—	—	0.2	1.4	1.6	0.1
Northern	—	—	1.8	6.4	8.2	0.1
North-west	—	—	1.9	4.0	5.9	1.1
Yorkshire and Humberside	—	—	4.6	11.3	15.9	2.8
East Midlands	—	—	3.0	14.1	17.1	2.0
South-west	—	—	2.0	5.6	7.6	0.9
West Midlands	—	—	7.1	11.8	18.9	2.0
Eastern	—	—	2.1	4.9	7.0	1.2
London and South-east	—	—	0.9	5.4	6.3	1.2
Total	—	—	27.5	69.5	97.0	12.9

Notes: [1] Scheme is closed to applications. [2] Scheme closes on 30 June 1978. [3] Scheme closes on 31 July 1978. [4] Scheme closes on 31 July 1978. [5] Scheme closes on 30 November 1978.

Accelerated projects scheme £ million

	Offers			
	1975	1976	Totals	Payments (up to 30 April 1978)
By sector:				
Mining and quarrying		0.4	0.04	0.03
Food, drink and tobacco		2.26	2.26	1.03
Coal and petroleum products		*20.20*	*20.20*	*0.35*
Chemicals and allied industries	2.37	22.78 [2]	25.15	4.73 [2]
Metal manufacture		4.37	4.37	2.24
Mechanical engineering	*4.9* [1]	*10.61*	*15.51*	*7.83* [1]
Electrical engineering	0.19	3.13	3.32	1.48
Vehicles	3.67	3.80	7.47	3.01
Metal goods not elsewhere specified		*1.86* [2]	*1.86*	*0.83* [2]
Textiles		0.80	0.80	0.35
Leather, leather goods and fur		0.09	0.09	nil
Bricks, pottery, glass, cement etc		*2.48*	*2.48*	*1.13*
Timber, furniture, etc		0.30	0.30	0.15
Other manufacturing industries		0.10	0.10	0.05
Construction		*0.07*	*0.07*	*0.03*
Other		0.11	0.11	0.06
Total	*11.13*	*73.00*	*84.13*	*23.30*
By region/country:				
Scotland	—	*2.10*	*2.10*	*1.11*
Wales	0.19	2.06	2.25	0.78
Northern	—	3.10 [2]	3.10	1.30 [2]
Yorkshire and Humberside	*0.23*	*21.57*	*21.80*	*0.22*
East Midlands	—	1.60	1.60	0.70
Eastern	1.62	15.38 [2]	17.00	3.20 [2]
London and South-east	*0.52*	*2.06*	*2.58*	*0.90*
South-west	—	2.90	2.90	0.96
West Midlands	—	8.50	8.50	3.70
North-west	—	*7.80*	*7.80*	*1.51*
Other (more than one region)	8.57 [1]	5.93	14.50	8.92 [1]
Total	*11.13*	*73.00*	*84.13*	*23.30*

Notes: Assistance was in the form of interest relief grants with the exception of the following loans: [1] £4.9 million (paid in full), [2] £450,000 (paid in full), [3] £360,000 (£240,000 paid so far). The scheme was open to applications from 15 April 1975 until 31 July 1976.

Selective investment scheme £ million

	Offers			
	1977	1978 (up to 30 April)	Total	Payments (up to 30 April) 1978
By sector:				
Food, drink and tobacco	0.56	0.58	1.14	0.02
Chemicals and allied industries	*5.00*	*0.17*	*5.17*	*0.30*
Metal manufacture	0.12	0.05	0.17	—
Mechanical engineering	1.22	0.12	1.34	—
Electrical engineering	*0.15*	*0.24*	*0.39*	—
Vehicles	1.79	0.50	2.29	—
Metal goods not elsewhere specified	0.58	0.20	0.78	—
Textiles	*0.15*	*0.24*	*0.39*	—
Bricks, pottery, glass, cement etc	—	0.92	0.92	—
Paper, printing and publishing	10.50		10.50	—
Other manufacturing industries	*0.25*	*1.05*	*1.30*	—
Total	20.32	4.07	24.39	0.32
By region/country:				
Scotland	0.45	—	0.45	—
Wales	—	*0.75*	*0.75*	—
Northern	14.11	—	14.11	0.10
Yorkshire and Humberside	0.41	0.12	0.53	—
East Midlands	*0.48*	*0.65*	*1.13*	—
Eastern	0.75	0.37	1.12	0.20
London and South-eastern	0.25	0.52	0.77	—
South-west	*1.72*	*0.30*	*2.02*	—
West Midlands	2.15	1.30	3.45	0.02
North-west	—	0.06	0.06	—
Total	20.32	4.07	24.39	0.32

Note: The scheme opened for applications on 15 December 1976 and closes on 30 June 1978.

Section 8 assistance

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry if he would list all payments made or commitments entered into under section 8 of the Industry Act 1972 in the year 1977 giving the dates relevant thereto.

Mr Cryer said that he did not propose to list each of over a thousand projects for which offers or payments were made under section 8. Details of each offer were published in *Trade and Industry*, in accordance with arrangements announced on 31 July 1974, and progress reports on each scheme were contained in the annual reports on the Industry Act 1972. The following list showed the total amounts offered and paid under section 8 schemes in 1977-78. In addition, £15.5 million was paid to Chrysler (UK) Ltd under the agreement of 15 January 1976, and £0.5 million assistance was provided to Meriden Motorcycles Ltd.

£ million

Scheme	amounts offered in 1977-78	Amounts paid in 1977-78
Clothing	4.4	1.9
Electronic components	4.0	0.2
Ferrous foundry	45.8	7.0
Instrumentation and automation	1.6	nil
Machine tools	10.4	2.0
Non-ferrous foundry	4.6	0.3
Paper and board	9.0	2.0
Poultrymeat	3.9	0.4
Printing machinery	3.5	0.6
Redmeat slaughterhouse	3.2	0.2
Textile machinery	2.0	0.1
Wool textile I	0.2	2.9
Wool textile II	1.2	0.3
Accelerated projects	nil	14.8
Selective investment	23.3	0.1
Offshore supplies	22.3	11.7
Total	139.4	44.5

Japanese bearing imports

Gwilym Roberts (Cannock) asked the Secretary of State for Industry what study he had made of the impact of imported Japanese bearings on the British bearing industry.

Mr Cryer answered that imports of plain bearings from Japan had no significant effect on the UK bearings industry. However, imports of ball and roller bearings from Japan had taken an increasing share of the value of the UK market, rising from 4.65 per cent in 1972 to 6 per cent in 1977. These figures disguised the concentration of the Japanese effort on a limited range of bearings. Moreover, their low prices had caused serious difficulties for manufacturers in the UK and elsewhere in the EEC, but, in 1977, the Japanese manufacturers had undertaken to raise their prices after the commission of the EEC had upheld complaints of dumping.

Gwilym Roberts (Cannock) also asked what figures were available of the value and volume of Japanese bearings imported into Great Britain, and if the Secretary of State for Trade would open bilateral negotiations with the Japanese government aimed at reducing the imports of Japanese bearings to Great Britain.

Mr Meacher gave the following latest available information for United Kingdom imports of bearings consigned from Japan:

APRIL 1977-MARCH 1978

	Metric tonnes	£ thousand
Bearings:		
Ball	1 597.6	5 334
Needle-roller	6.9	73
Tapered roller	964.0	2 173
Cylindrical roller	205.0	593
Spherical roller	169.5	380
Other ball, roller, or needle-roller	51.3	197
Plain shaft [1]	45.0	383
Parts of ball, roller or needle-roller bearings	840.0	1 744
Housings for ball, roller, or needle-roller bearings, whether or not incorporating bearings [1]	374.3	542
Plain housings, with or without plain bearings [2]	(0.4)	(2)
MAY 1977-APRIL 1978		
Ball, roller or needle-roller bearings and parts thereof	3 686.0	10 202
APRIL 1977-MARCH 1978		
Ball, roller or needle-roller bearings and parts thereof	3 834.2	10 494

[1] Including parts, April-December 1977 only. [2] January-April 1978 only.

He added that he would not open bilateral negotiations with the Japanese government on the matter. The European industry was concerned at the increasing share of the market being taken by low-priced imports from Japan and therefore had applied for anti-dumping action. An anti-dumping duty was imposed at 15 per cent but was suspended when the Japanese gave an undertaking to the EEC commission in July last year to increase their prices by around 20 per cent and as a result these imports were subject to community price surveillance. Total Japanese imports of ball, roller and needle roller bearings into the UK were as follows:

1977	
1st quarter	1 169 tonnes
2nd quarter	1 001 tonnes
3rd quarter	924 tonnes
4th quarter	1 116 tonnes
1978	
1st quarter	793 tonnes

EEC regional fund

Jim Callaghan (Middleton and Prestwich) asked the Secretary of State for Industry what representations he had made, to the commission of the EEC, to increase the level of assistance to the north-west region of the United Kingdom from the EEC regional fund.

Mr Cryer said that the European regional development fund regulation allocated a specific quota to each member state, but the administration of the fund within the United Kingdom was a matter for the UK government. He would expect the North-west region to benefit from the large increase in the fund for 1978 compared to earlier years.

Pay policy

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry in what circumstances his department was requiring undertakings to comply with future, as yet undecided, phases

of pay policy from applicants for selective financial assistance under the Industry Act 1972.

Mr Cryer replied that his department did not require undertakings to comply with future pay policy from applicants for selective financial assistance under the Industry Act 1972, but offer letters reserved the right to refuse payments if at the time for payment pay policy has not been complied with, as was announced in white paper Cmnd 6151.

Business licencing and registration

David Mitchell (Basingstoke) asked the Secretary of State for Trade how many sorts of businesses for which his department was responsible were required to have a licence or registration with his department; and if he had any plans to extend this requirement.

Mr Dell said that there were, of course, general registration requirements regardless of the nature of the business. Thus associations incorporated as companies by registering under the Companies Acts 1948-76, so obtaining corporate status. Business names were required to be registered under The Registration of Business Names Act 1916 as amended. Limited partnerships required registration under the Limited Partnerships Act 1907. Persons carrying on the business of dealing in securities were required to be licensed, exempted or otherwise authorised by the department. Those carrying on insurance business were also required to be authorised by the department, as are unit trusts which invested in securities and were to be promoted to the public. In addition the department performed registration functions under the Newspaper, Libel and Registration Act 1881 and it also licensed cinemas and film distributors. The department had made no decision to extend these requirements. However the possibility of extending the licensing of dealers in securities to cover investment advisers had been suggested in a consultative document.

Retail price indices

Geoffrey Pattie (Chertsey and Walton) asked the Secretary of State for Prices and Consumer Protection if he would list the cumulative increases and the average annual rates of increase in the retail price index from 1945-51, from 1951-64, from 1964-70, from 1970-74 and from 1974 to date, respectively.

Mr Maclennan gave the following information:

per cent

	Retail prices in the UK	
	Cumulative increase	Average annual rate
July 1945-October 1951	26.3	3.8
October 1951-October 1964	48.6	3.1
October 1964-June 1970	29.7	5.1
June 1970-February 1974	39.5	9.5
February 1974-April 1978	91.3	16.8

Source: The Cost of Living Index, the Interim Index of Retail Prices and the General Index of Retail Prices: Department of Employment.

Bankruptcies and liquidations

Nigel Lawson (Blaby) asked the Secretary of State for Trade if he would list the number of: (a) bankruptcies and (b) company liquidations, for each year since 1964.

Mr Clinton Davis replied that the numbers of bankruptcies and company liquidations in England and Wales during the relevant years are:

	Bankruptcies[1]	Company liquidations[2]	
		Total	Of which, members voluntary liquidations
1964	3 552	5 155	3 051
1965	3 556	6 668	4 073
1966	3 862	11 440	8 190
1967	4 224	8 443	4 908
1968	4 150	9 273	5 108
1969	4 552	8 450	4 940
1970	4 907	8 268	4 579
1971	4 643	7 956	4 450
1972	4 244	7 743	4 680
1973	3 817	6 872	4 297
1974	5 608	7 466	3 746
1975	7 143	9 315	3 917
1976	7 108	10 112	4 173
1977	4 403	9 498	3 650

Notes [1] Receiving and administration orders made. [2] Company liquidations comprised compulsory liquidations and creditors' voluntary liquidations, in which the company was insolvent, and members' voluntary liquidations, in which the company was not insolvent. The figures were for liquidations begun during each year.

Price Commission

Philip Holland (Carlton) asked the Secretary of State for Prices and Consumer Protection if he would list the names of the chairman and members of the Price Commission, stating in each case the salaries paid and, where differences in remuneration exist, the reason for such differences, the full-time occupation and the part-time government appointments held by each part-time member of the Price Commission.

Mr Maclennan gave the following information:

PRICE COMMISSION

Name	Principal occupation	Part-time government appointments (other than the Price Commission)
Charles Williams, chairman (full-time)	—	—
John Hughes, deputy chairman (part-time)	Vice-principal, Ruskin College, Oxford	Member, the Industrial Development Advisory Board
Leslie Pincott, deputy chairman (part-time)	Retired managing director Esso Petroleum Company	Director Remploy Ltd Director British Railways Southern Region Advisory Board
Seamus Sweetman, deputy chairman (part-time)	Retired vice-chairman of Unilever Ltd	
Mr N. I. Bond-Williams	Vice-chairman, Remploy Ltd	
Mollie Bray	Housewife	
Mr A. J. Colman	Director within the Burton Group	
Brenda Dean	Member, National Executive, SOGAT	Member, the Printing and Publishing Industry Training Board; Member, Women's National Commission; Member, Supplementary Benefits Commission
The Lord Donnet of Balgay	Chairman, Scottish Transport Group	Member, the Forestry Commission
Professor D. C. Hague	Professor of Managerial Economics, Manchester Business School	
Ian Hay Davison	Managing partner, Arthur Andersen & Co	
Harry Hill	Chairman, International Division, Beecham Products	
Sir Noel Larmour	Retired deputy under-secretary of state at the Foreign and Commonwealth Office	
Roger Opie	Fellow, New College, Oxford	Member, Monopolies and Mergers Commission
Ronald Richardson	Retired deputy chairman of the Electricity Council	
Rachel Waterhouse	Housewife	Member, National Consumer Council Ministerial nominee, Potato Marketing Board Member, advisory committee on asbestos

The chairman receives an annual salary of £18,000. The salaries payable to the three part-time deputy chairmen and to the 12 part-time members are £6,500 and £3,600 respectively. These salaries are adjustable pro rata according to the amount of approved time spent on the commission's work.

Correction. The list of members of the National Consumer Council and Metrication Board given on page 465 (*Trade and Industry*, 2 June) should have read as follows:

NATIONAL CONSUMER COUNCIL

Name	Full-time/part-time occupation	Other part-time government appointments
Michael Shanks (chairman)	Company director	Member, employment appeal tribunal
Mrs Joan Macintosh (deputy chairman)	Citizens' advice bureau organiser	Chairman, Scottish Consumer Council; member, Royal Commission on Divorce, legal services in Scotland
Ms Beata Lipman	Journalist	Chairwoman, Welsh Consumer Council
Cllr Richard Knowles	National organiser of the Co-operative party	—
Brendan Sewill	Public affairs adviser, Committee of London Clearing Bankers	—
Alexander Crawford	Business editor	Member, Southern Electricity Consultative Council
Mrs Patricia Lambert	—	—
Mrs Joan Young	Branch secretary, Co-op women's guild	—
Baroness Phillips	Director, association for the prevention of theft in shops	—
Mrs Rachel Waterhouse	Public relations officer, Birmingham consumer group	Member, Price Commission, Potato Marketing Board, Home Office working party on shoplifting advisory committee on asbestos
Kenneth Glynn	General secretary, Society of post office executives	—
Christopher Holmes	Executive director, Society for co-operative dwellings	—
Mrs Dorette McAuslan	Health visitor	Deputy chairman, West Midlands Gas Consumers' Council
Dr Hylda Armstrong	Chairman, central consumer group of Northern Ireland	Chairman, Northern Ireland Consumer Council
J. Maxwell Wood	Retired	Chairman, Metrication Board; member, Policy Holders' Protection Board, Food Hygiene Advisory Council, committee on the agricultural marketing consumers schemes
Michael Barnes	Marketing consultant	Chairman, Electricity Consumers' Council

METRICATION BOARD

Name	Full-time occupation	Part-time government appointments
J. Maxwell Wood (chairman)	Retired	Member, National Consumer Council; member, Policy Holders' Protection Board, Food Hygiene Advisory Council, consumers' committee on the agricultural marketing schemes
Dr M. A. Abrams	Retired	—
E. Cust	Chief executive, Warwickshire County Council	—
D. H. Darbishire	Chairman, FMC Ltd and farmer	—
D. Hobman	Director, Age Concern (England)	—
Miss D. D. Hyams	Managing director, Tesco (Wholesale) Ltd; director, Tesco Stores Ltd and Tesco Stores (Holdings) Ltd	—
D. M. Landau	Deputy chief executive officer, CWS Ltd	—
T. R. S. Lyon	Chairman, Clam-Brummer Ltd	—
Professor M. L. McGlashan	Head of Department of Chemistry, University College, London	—
H. P. Scanlon	President, Amalgamated Union of Engineering Workers	Member, National Enterprise Board; board member, British Gas Corporation; member, National Economic Development Council; chairman, Engineering Industry Training Board
Mrs A. Stanley	Journalist	—
Mrs J. Upward	Housewife and secretary of the national federation of consumers groups	Vice-chairman, Domestic Coal Consumers' Council
Baroness Macleod of Borve	—	Member, Parole Board

Wednesday, 7 June

Industrial democracy

Jack Dunnett (Nottingham East) asked the Secretary of State for Trade what were his proposals for the consultations which the Prime Minister had indicated would be necessary on the industrial democracy white paper.

Mr Dell said that the white paper set out the main lines of the government's proposals and indicated certain issues on which decisions remained to be taken in the light of further consultations and representations. The government intended to press ahead with the introduction of legislation on industrial democracy. He would therefore invite all interested parties to put forward their comments on the white paper as promptly as they conveniently could, and in any event before the end of September of this year.

Recommended prices

Janet Fookes (Plymouth, Drake) asked the Secretary of State for Prices and Consumer Protection what is his policy towards the banning of manufacturers' recommended prices on retail goods.

Mr Fraser replied that the secretary of state's policy was to consider possible bans on the recommendation of retail prices after full investigation by competent authorities for which purpose parliament had given him specific powers in the Fair Trading Act 1973 and the Price Commission Act 1977.

Thursday, 8 June

References to Monopolies Commission

Mr R. B. Cant (Stoke on Trent Central) asked the Secretary of State for Prices and Consumer Protection whether he would seek to introduce legislation to require a company, which made a take-over bid for another company, to pay all the professional fees involved in a contested or actual reference to the Monopolies Commission, whether the bid was successful or unsuccessful.

Mr Fraser replied that he had no plans to do so. It was not essential for a company subject to a referred takeover bid to incur substantial expenditure on professional fees in order to ensure a fair and thorough consideration of its case by the commission. Such legislation could unduly discourage firms whose intended acquisitions might be or were referred to the commission from launching or continuing with their bids; it could be difficult to enforce on foreign bidders; and there would be considerable problems in assessing fairly what costs were eligible for reimbursement.

Lead-based cosmetics

Ian Grist (Cardiff North) asked the Secretary of State for Prices and Consumer Protection if he would take steps to ban the import or manufacture in the United Kingdom of lead-based cosmetics used for eye brightening, in view of the comments of the Manchester coroner at a recent inquest into the death of a child aged three years.

Mr Fraser said that he would shortly be making regulations to implement the EEC directive (76/768/EEC) on cosmetic products which would prohibit the sale in this country of cosmetics of any kind containing lead or its compounds other than hair treatment products containing not more than 2 per cent lead acetate.

Sterling depreciation and prices

Fergus Montgomery (Altrincham and Sale) asked the Secretary of State for Industry whether he would give an estimate of the effect of a given 10 per cent depreciation of the £ sterling on the level of all raw material prices, both imported and home produced, as reflected in the imput prices index published by his department.

Mr Cryer answered that it was estimated that the price index for materials and fuel purchased by manufacturing industries would increase by about 6 per cent as the direct result of a 10 per cent depreciation in sterling.

Industrial profitability

J. W. Rooker (Birmingham, Perry Barr) asked the Secretary of State for Industry if he would publish comparable figures of the rate of profit in manufacturing industry for the United Kingdom, West Germany, France and Japan for each of the following years: 1950, 1955, 1960, 1965, 1970, 1975, 1976 and 1977.

Mr Cryer said that figures with which to make satisfactory comparisons were not available. Some data on profitability in a number of countries had been published by the OECD for the corporate sector as a whole (contained in OECD report 'Towards full Employment and Price Stability' published June 1977), but they must be interpreted with considerable caution. There were conceptual and statistical shortcomings inherent in any measure of profitability; divergent definitions of capital invested invalidated the inter-country comparisons of levels of profitability.

UK industrial income

J. W. Rooker (Birmingham, Perry Barr) asked what had been the rate of profit, before and after company taxation, as a percentage of capital invested in the United Kingdom manufacturing industry for each year since 1950.

Mr Cryer replied that the only available figures on both a before and after-tax basis related to large listed companies whose main activities are in the United Kingdom manufacturing sector. The ratios shown were of net income after all interest charges (a) before tax and (b) after tax to shareholders' interest (book values).

NET INCOME[1] AS PERCENTAGE OF SHAREHOLDERS' INTEREST[2] AT BOOK VALUES. Large listed companies in manufacturing industry

Per cent

	Before tax	After tax
1950	25.9	12.3
1951	27.9	12.1
1952	21.4	9.0
1953	21.7	9.7
1954	22.6	11.2
1955	22.2	11.6
1956	20.1	10.0
1957	18.7	9.4
1958	17.0	9.0
1959	18.0	10.3
1960	18.3	10.0
1961	15.5	8.4
1962	13.8	7.5
1963	14.8	8.0
1964	16.6	9.2
1965	15.6	10.1
1966	13.7	6.4
1967	14.1	7.4
1968	16.7	8.7
1969	16.0	8.1
1970	14.5	7.8
1971	15.7	9.1
1972	18.9	12.1
1973	21.5	13.8
1974	10.0	13.7
1975	17.0	11.6
1976	21.7	15.7

Notes: [1] (a) Before tax: Gross trading profits less depreciation plus other income less hire of plant and machinery and less all interest payments. (b) After tax: As for before tax less company tax charge other than deferred tax less income tax payable on dividends plus investment grants (where separately distinguished in company accounts). [2] Ordinary and preference shares plus capital revenue and deferred tax reserves plus minority interests plus dividends outstanding at the end of the year less goodwill and intangible assets.

Being based on the book values in companies' accounts, the ratios given did not allow for the effect of inflation on income and capital and thus were not a true reflection of the level or trend of real rates of return, ie adjusted for inflation. Before tax rates of return for manufacturing industry using different definitions and including real rates of return were published annually in *Trade and Industry;* the latest article in the series appeared in the issue for 16 September 1977. The basic data from which the ratios were derived were contained in Business Monitor M3 – Company Finance.

Friday, 9 June

Exporting to the Ivory Coast

Christopher Brocklebank-Fowler (North West Norfolk) asked the Secretary of State for Trade, what information he had on the products and services for which there might be export opportunities in the Ivory Coast.

Mr Meacher replied that the government recognised the growing importance of the Ivory Coast as a market for British goods and services. The British Overseas Trade Board publicised, principally through the Export Intelligence Service, opportunities for the sale of British goods and service, in the Ivory Coast. In addition to providing information about day-to-day demand for UK products, the government had drawn the attention of businessmen to the 1976–80 Ivorian Development Plan. This covered 61 projects in the sectors of textiles, agro-industry, tropical hardwoods, chemical industries, rubber, paper, construction materials, mechanical and electrical industries, and tourism, details of which might be inspected at the Statistics and Market Intelligence Library, Export House, Ludgate Hill, London.

Copper and cobalt from Zaire

Peter Blaker (Blackpool South) asked what percentages of Great Britain's requirements of copper and cobalt, respectively, had been imported from Zaire for each of the last three years for which figures are available.

Mr Meacher gave the following tonnages of United Kingdom imports of copper consigned from Zaire, together with the percentage which these represented of our total imports of the metal in this form:

REFINED COPPER, UNWROUGHT (SITC(R) 682.12)

	1975	1977
Metric tonnes	5 900	2 600
Percentage of total imports	1.6	0.7

There were no imports of copper from Zaire in 1976 or of cobalt in any of the three years in question. These figures did not take account of imports of copper and cobalt mined in Zaire but consigned from other countries, whether or not following further processing. Of total United Kingdom imports of cobalt metal in 1977 (2 117 metric tonnes), 42 per cent (891 metric tonnes) was consigned from Belgium-Luxembourg.

Micro-electronics

R. B. Cant (Stoke on Trent Central) asked the Secretary of State for Industry whether, in view of the fact that the importance of the micro-processor revolution was underestimated in Great Britain in terms of its employment and its overall social and economic consequences, he would set up a study to examine its implications.

Mr Cryer said that the government recognised the importance of the micro-processor to the United Kingdom economy and is studying the opportunities which it offered. The possible social and economic consequences of the spread of microprocessor applications were also being examined.

R. B. Cant (Stoke on Trent Central) also asked the Secretary of State for Industry what was his policy towards making a substantial investment in British industry, in order to ensure an indigenous supply of cheap, standard mass-produced integrated circuits as the basis of the micro-processor revolution of the 1980s.

Mr Cryer replied that the government's policy was to give maximum support to the development of Britain's micro-electronic capability. Several proposals were under consideration which could lead to the manufacture in Britain of standard, mass-produced integrated circuits. The National Enterprise Board already had a significant interest in the micro-electronic industry and he had given them his consent to a major new project in the area.

Non-ferrous foundry assistance

Joseph Dean (Leeds West) asked what had been the response to the non-ferrous foundry industry scheme.

Mr Williams said that up to 2 June, 179 applications for assistance had been received. Of these, 17 had been rejected and 15 had been withdrawn. The remaining 147 applications related to projects estimated to cost some £62 million and involving potential assistance of £13.6 million. In addition some 40 companies had held discussions with the Department of Industry and these were expected to submit formal applications in the near future. This response, from about one-third of the companies in the industry, demonstrated the effectiveness of the scheme in promoting a significant programme of investment over the next three years.

European community news

Accession negotiations with Portugal agreed by foreign ministers

EEC foreign ministers agreed at the 6 June council to open 'as soon as practically possible' formal negotiations with Portugal on its application to join the EEC. In practice this is expected to mean that the talks will start in September or October after the community's summer break.

The council was attended by David Owen, Secretary of State for Foreign and Commonwealth Affairs, Edmund Dell, Secretary of State for Trade, and Frank Judd, Minister of State at the Foreign and Commonwealth Office.

The Portuguese submitted their application to join the EEC in March 1977, three years after the revolution which allowed the establishment of democratic institutions. Portugal hopes that entry into the EEC will provide political and economic support for its new system. The community, anxious to demonstrate its political goodwill, agreed in April 1977 to set in motion the accession procedure provided for in the Treaty of Rome. The last year has been taken up with informal contacts between the Portuguese and the commission, and the production of the commission's opinion on the Portuguese application. The opinion, tabled in May, recommended that the community should agree to open negotiations but warned that Portugal's economic integration into the EEC posed a number of serious practical problems and would have to be handled carefully.

Portugal is poorer and less developed than the existing members of the EEC. It has a chronic balance of payments deficit, inflation is high and much of its agriculture and industry will require modernisation to be able to withstand the full impact of integration into the common market. In its opinion the commission put member states of the community on notice that Portugal would require considerable aid to be made fit for integration. In another recently presented report on the implications of enlargement of the EEC to include Greece and Spain as well as Portugal, the commission suggested that Portugal would need a long transitional period before becoming liable to the full obligations of membership, possibly as long as 10 years.

The negotiations are bound to be long and complicated. Observers doubt whether they will be finished in time for Portugal to become a member of the EEC before 1983.

UK to ratify European elections act soon
In a written reply to the commons, David Owen said he had told the council that the UK expected shortly to ratify the act and decision of 20 September 1976 on direct elections to the European assembly. He said he had drawn attention to the need for early decisions on the salaries of directly elected members. Dr Owen said he had signed the instrument of ratification on 6 June.

Economic and social situation
At the council there was a short discussion of the report which is to be prepared for the European council on a common strategy on the economic and social situation. Dr Owen said that, in a useful first discussion of the structural problems arising in industrial policy, the Secretary of State for Trade had emphasised that industry's ability to adapt to changing patterns of world trade was closely related to the current rate of economic growth. Mr Dell had emphasised the UK's concern that the limits on textile imports from low-cost producers, agreed by the council last December, should be respected and underlined the need for firm controls on these imports, including those from Mediterranean producers.

Regional fund
Further progress had been made, he said, on the outstanding points on the community's regional fund. The council had noted a series of proposed commission measures to tighten internal discipline in the steel market.

Trade with Australia
The council had considered the commission's proposals for its forthcoming discussions on trade questions with the Australian Minister for Special Trade Representations, Dr Owen said. The commission would report back on the outcome of its talks with Mr Garland on 8 and 9 June. The UK had emphasised the need for the community to reach agreement with Australia, and in this connection pressed, in particular, for improved access to the community for Australian beef.

Lomé Convention
Dr Owen reported that the council had had a first discussion of the community's objectives for the renegotiation of the Lomé Convention and would return to this question and would review the commission's negotiating mandate on 26 and 27 June.

Relations with Yugoslavia
The council agreed that, in the light of the importance of the community's relations with Yugoslavia, a mutually satisfactory co-operation agreement should be concluded as soon as possible. Member states undertook to study constructively further commission proposals to this end.

Moscow talks
The commission reported on the progress in its talks last week in Moscow with the CMEA and on the GATT multilateral trade negotiations.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

Home news
Industry's views on product liability 596
Conference on consumer safety and corporate liability 596

Technology news
Anglo-German discussion of measurement standards 608

Parliament
Overseas consumer and food prices 610
EEC regional fund 611
Lead-based cosmetics 613

Overseas trade news
Value counts too in exporting 625

Country data
France 630

UK must control its oil policy – Benn

Agreement on the regulation on demonstration projects in energy saving and on the framework regulation on demonstration alternative energies was reached at the energy council on 30 May, Tony Benn, Secretary of State for Energy, said in a written reply on 7 June.

These regulations would not, however come into force until the council had adopted regulations setting financial limits for the aid to be given under each scheme and until the first project under each scheme had been approved. The council would consider these matters further at its meeting in December, Mr Benn reported.

No agreement was reached on other items in the package proposed by the presidency, which included agreement in principle to a scheme to aid intra-community trade in power station coal and to review the existing scheme of aid for coking coal; a resolution on community refinery policy; a regulation to provide community financial aid for demonstration projects in energy saving; a framework regulation to provide community financial aid for demonstration projects in alternative energies and implementing regulations for its application in the fields of solid fuel liquefaction and gasification and of geothermal energy; a regulation to provide community aid for certain hydrocarbon exploration projects.

The council also had a general discussion on nuclear questions and considered a statement

of community energy policy objectives for 1985.

Mr Benn said that he had made it clear that the UK attached great importance to effective measures to aid intra-community trade in power station coal and that he was deeply disappointed by the lack of progress here. Mr Benn said he recognised that the refinery industry in certain community countries faced difficult problems. In general, he said, it was for the industry, in consultation with national governments and the trade unions representing refinery workers, to tackle these problems but there were some areas, such as the import of refined petroleum products, where the possibility of community action could usefully be studied. The Italian delegation had been, however, unable to agree to proposals on either coal or refineries except on the basis of far-reaching proposals to aid the Italian refinery industry which were unacceptable to all other member states.

Mr Benn said he would continue to work for progress on community energy policy in a way consistent with the UK's vital national interests. Such a policy would need to include as a central feature effective measures to utilise the community's massive resources of coal for the common benefit. Mr Benn said he would also continue to work to improve the council's procedures with a view to securing stronger political direction over, and more open discussion of, energy policy questions. Above all, Mr Benn concluded, the UK had to be free to control its oil policy on the same basis as at present.

Anti-dumping investigation opened

An anti-dumping investigation has been opened by the commission following information it has received indicating that dumping is being practised or that bounties or subsidies are being granted in respect of imports of plywood block board, laminboard, batten board and similar laminated wood products (including veneered panels and sheets), inlaid wood and wood marquetry, originating in the Republic of Korea, and that this is causing injury to a community industry.

The products concerned fall under CCT ref 44.15. Interested parties are invited to submit their views in writing by 2 July 1978.

Representations should be sent to the Commission of the European Communities, Directorate General for External Relations, 200 Rue de la Loi, 1049 Brussels, and copied to the Department of Trade's anti-dumping unit at General Division 1, Department of Trade, Kingsgate House, 66-74 Victoria St, London SW1E 6SJ. The full text of the commission's announcement was published in the *Official Journal of the European Communities* on 3 June 1978.

Anti-dumping probe on bearing housings from Japan closed

An anti-dumping investigation concerning imports of housings for ball roller or needle roller bearings originating in Japan opened in October 1977 has been closed.

In the course of the investigation, the Japanese exporters gave undertakings which satisfied the European commission that the introduction of protective measures is unnecessary at present.

Intervention beef sold at reduced prices

In a written reply to the commons on 25 May John Silkin, Minister of Agriculture, Fisheries and Food, said that the European commission had agreed that the UK should be authorised to sell up to 1000 tonnes of boneless beef cuts from its intervention stocks at reduced prices to social institutions.

The meat would be sold at 50 per cent of the current fixed selling price to those national health hospitals and residential welfare establishments run by local authorities which registered with the Intervention Board for Agricultural Produce and agreed to abide by the conditions of the scheme, Mr Silkin said.

In particular the institutions would be required to give an undertaking that beef bought under these arrangements represented additional beef consumption and did not displace existing consumption. It is expected that the pilot scheme will run for approximately six months after which its operation will be reviewed.

Community regulations provide for the sale of intervention beef at reduced prices to social institutions. So far Belgium, Denmark and Italy have taken advantage of these arrangements.

National health hospitals and local authority personal social service residential establishments which wish to take advantage of the scheme will need to register with the Intervention Board for Agricultural Produce. Inquiries about registrations and the operation of the scheme should be addressed to the board at Fountain House, 2 West Mall, Reading, RG1 7QW.

Co-insurance directive

On 30 May 1978 the EEC directive on the co-ordination of regulations relating to community co-insurance operations was adopted, and will come into operation within two years.

The new provisions will make it easier for large community risks to be covered on a services basis by co-insurers established in different member states. At present, certain member states require co-insurance to be undertaken by insurers already established in their national territory.

Chairman in Scotland

Basil de Ferranti, chairman of the economic and social committee of the EEC, visited Scotland on 6 June at the invitation of the Scottish Council (Development and Industry) to meet members of the council's committee on industrial and social conditions.

UK allocated further £22.7m from the ERDF

Contributions of £22.7 million towards the cost of projects in the UK are to be made from the EEC regional development fund, the European commission announced on 9 June. This is the first allocation from the fund in 1978. The £22.7 million relates to two industrial and 200 infrastructure projects and is allocated as follows:

Region	£000
Northern	1 992
North West	3 779
Yorkshire and Humberside	3 012
East Midlands	40
South West	321
Total England	9 144
Scotland	4 766
Wales	5 109
Northern Ireland	3 694
Total UK	22 713

This brings the total fund contributions to UK projects since the inception of the fund in 1975 to £173.1 million.

Location	Project
Northern	
Total aid	£1 991 794
Infrastructure projects Aid is given to 41 investment projects included in global applications	
Northumberland	
Alnwick, Amble industrial estate	Provision of roads and drainage
Alnwick, Amble industrial estate	Site preparation; provision of roads and services
Blyth, Blyth Harbour	Construction of new transit shed/warehouse
Blyth, Blyth Harbour	Provision of new cranes, improvement of quay and electricity supply
Blyth Valley, Kitty Brewster industrial estate	Provision of roads and services
Blyth Valley, Plessey North Moor and Plessey checks industrial estates	Road providing access to industrial estate; A 1068
Blyth Valley, Cramlington	Drainage works on Horton Burn to develop industrial sites
Tynedale, Orchard industrial estate, Hexham	Provision of roads, drainage and other services
Wansbeck, North Seaton industrial estate	Provision of roads, sewers and street lighting
Cumbria	
Allerdale, Workington Dock	Provision of roads; drainage, water, electricity and telephone services; resurfacing of quayside for industrial site
Carlisle, Harker	Improvement of electricity supply network
Copeland, Dalton, Askam	Installation of new electricity substation
Copeland, Whitehaven Harbour	Provision of two cranes
South Lakeland, Hutton	Improvement of electricity supply network
Tyne and Wear	
Gateshead, Birtley New Town industrial estate	Site preparation; provision of access roads and services
Gateshead, Green Lane industrial estate	Site preparation and provision of basic services
Gateshead, Pelaw Station industrial estate	Access road
North Tyneside, Davy Bank, Wallsend	Reclamation of derelict land for industrial development
Sunderland, Deptford Terrace to Hanover Place	Road providing access to industrial estates
Sunderland, Doxford Park industrial estate	Roads, sewers and services
Sunderland, Castletown	Road works, drainage and services for industrial estate

Location	Project
Sunderland, Leechmere West industrial estate	Site levelling, roads, drainage and services
Sunderland, Leechmere East industrial estate	Provision of roads, footpaths and lighting
Sunderland, Leechmere West industrial estate	Levelling of land, provision of roads and drainage facilities for industrial estate
Sunderland, North Hylton Road	Levelling of land, provision of access roads and drainage facilities
Sunderland, Pallion West industrial estate	Site preparation, provision of access roads and services
Sunderland, Salterfen Lane	Levelling roads, drainage and services for industrial estate
Sunderland, port of Sunderland	Improvements to road system within dock area incorporating lighting and railway track
Co. Durham	
Derwentside, Bradley industrial estate	Road construction and associated services to improve access
Derwentside, High Moorsley Reservoir, Belmont industrial site	Increased water supplies to industrial sites
Durham, Belmont	Expansion to sewerage facilities for industrial development
Sedgefield, Aycliffe Lane, Aycliffe industrial estate	Improvement to C39 access road by widening railway bridge
Sedgefield, Spennymoor	Increased electricity supply
Cleveland	
Langbaurgh, Tees Dock	Construction of two berths, transit shed, paved storage space, road and rail access
Middlesbrough, North East Ironmasters industrial estate	Provision of roads and sewers
Middlesbrough, North East Ironmasters industrial estate	Reclamation of derelict land for industrial development
Middlesbrough	Provision of 10 km of piping to increase water supplies to industry
Stockton-on-Tees, Norton	Provision of transformers, switching equipment and cables to increase electricity supplies
Stockton, Salt Holme	New electricity supply substation
Stockton-on-Tees, Salt Holme	New electricity supply substation
Stockton-on-Tees, Seal Sands	Telephone exchange building, exchange equipment and lineplant

North West

Total aid £3 799 310.46

Infrastructure projects

Aid is given a global application to the following projects:

Cheshire	
Chester (Huntington Water Treatment Works)	Extension of existing water treatment works
Ellesmere Port (Clayhill, Neston)	Roads and sewers for industrial estate
Ellesmere Port (Little Stanney)	Roads for industrial estate
Ellesmere Port (Overpool, Central and Westminster areas of Port)	Roads and services for industrial estate
Halton (Fiddlers Ferry)	Provision of two 240 MVA transformers, switching equipment and cables to increase supplies of electricity
Halton (St Michael's Road)	Roads for industrial estate
Warrington (Gatesworth Farm)	Roads, sewers and services for industrial estate
Ellesmere Port (Stanney Mill)	Electricity supplies for industrial estate
Runcorn (Whitehouse)	Electricity supply for industrial estate
Widnes (Dennis Road)	Electricity supply for industrial estate
Lancashire	
Blackburn (Roman Road)	Roads and sewers for industrial estate
Blackburn (Shadworth)	Roads and sewers for industrial estate
Blackburn (Thompson Street)	Roads and sewers for industrial estate
Burnley (Burnley-Brierfield Link)	Bridgeworks and road improvement for industrial estate
Burnley (Heasandford)	Access roads and services for industrial estate
Burnley (Rossendale Road)	Access roads and services for industrial estate
Burnley (Smallshaw Sidings)	Access road and services for industrial estate
Hyndburn	New sewage treatment works
Hyndburn (Altham Lane)	Improvements of access roads to industrial estate
Hyndburn (Martholme)	Trunk sewer for industrial development
Lancaster	Conversion of judges' residence into three storey museum
Morcambe	New leisure centre, comprising recreation and entertainment facilities
Nelson (Lomeshaye)	Roads for industrial estate
Nelson (Lomeshaye)	Spur road to M 65 and services for industrial estate
Wyre (Copse Road, Fleetwood)	Link road to improve access to docks and industrial area
Greater Manchester	
Manchester (Denton West)	Rebuilding of a primary substation for electricity
Manchester (Hutchins Street)	New roads, sewers and services for industrial site
Manchester (Store Street)	New roads, sewers and services for industrial estate
Manchester (Stuart Street)	Replacement of obsolete electricity switchgear for development in largely industrial area
Manchester (Trafford Park)	Installation of two new primary transformers to increase supply capacity to industrial area
Manchester (Wellock Street)	New roads, sewers and services for industrial area
Salford (Cleggs Lane, Worsley)	New roads, sewers and services for industrial site
Salford (Lower Broughton)	New roads, sewers and services for industrial estate
Salford (Trafford Road)	New roads, sewers and services for industrial site
Wigan (Chanters)	New roads, sewers and services for industrial estate
Merseyside	
Knowsley	Electricity supply for industrial estate
Liverpool (Gladstone River entrance)	New lock gates
Liverpool (Brasenose/St Johns Road)	Electricity supplies for industrial estate
Liverpool (Gillmoss Estate)	Electricity supply for industrial estate
Liverpool (Speke industrial park)	Electricity supply for industrial estate
Liverpool (Kirkdale Road)	Widening and realignment of road to improve access to industrial estate
Liverpool (Orrell Lane)	Construction of surface water sewer
Liverpool (Aintree)	Construction of flood relief sewer for industrial estate
Prescot (Knowsley)	Provision of refuse treatment plant with transfer loading facilities for recycling material
Rainford (Mill Lane)	Electricity supply for industrial estate
St Helens (Parr Street, Higher Parr Street)	Improvement of link road between A58 and A570
Sefton (Brasenose)	Road and footways, provision of water, sewerage, gas; electricity and telephone services
Sefton (Crowland Street, Canning Road)	Improvement of estate roads and footpaths
St Helens	Extension to increase electricity supplies
St Helens (Parr Street Higher Parr Street	Improvement of A58 road to dual carriageway standard and improvement of four main road junctions
St Helens (Marshalls Cross Road, Peasley Cross Lane)	Improvement of road access to industrial development
St Helens (Warrington New Road)	Reconstruction of railway bridge to improve access to industrial development
St Helens (Haresfinch)	New sewerage facilities
St Helens (Jackson Street East, Baxters Lane East and West)	Provision of roads, sewers and services on industrial sites
St Helens (Sandon Dock and Langton Dock Liverpool; Bridle Road Sefton; Jackson Street, St Helens)	New roads, sewers and services on industrial sites
Wirral (Eastham Village)	Improvement of access to industrial areas by construction of a single carriageway to connect with the M531 motorway
Wirral (Eastham Locks)	Provision of ship arrester gear at lock entrance

Total aid in respect of all infrastructure projects £3 779 310.46

Yorkshire and Humberside

Total aid £3 011 552.16

Infrastructure projects

Five global applications covering 30 investment projects

North Yorkshire	
Scarborough, Stainsacre industrial estate	Site preparation
Scarborough, Whitby upper harbour	Dredging of harbour bed and reclamation of land
South Yorkshire	
Barnsley, Aldham industrial estate	Provision of access roads
Barnsley, Carlton industrial estate	Provision of roads, sewers and services
Barnsley, Grange Lane industrial site	Provision of roads and sewers
Barnsley, Platts Common	Provision of roads and sewers
Barnsley, West Melton	Replacement of overhead electricity lines
Doncaster, Carcroft industrial estate	Widening of road, provision of water and gas services
Doncaster, Carcroft industrial estate	Provision of roads, sewers, power supplies
Doncaster, Carcroft industrial estate	Site preparation, construction of service roads
Doncaster, Kirk Sandall	Provision of roads and sewers
Doncaster, Shaw Lane	Reclamation of land for industrial purposes
Rotherham, West Melton	Replacement of existing overhead electricity line
West Yorkshire	
Bradford, Canal Road	Reclamation and servicing of land for industry
Bradford, Common Road industrial site	Site reclamation, provision of estate roads
Bradford, Walker Drive, Thornton Road	Site levelling, provision of roads and sewers for industrial estate
Bradford, Low Moor	Provision of services
Wakefield, Normanton industrial estate	Substations and associated mains work
Wakefield, Normanton industrial estate	Provision of roads, sewers and services
Humberside	
Boothferry, Goole Docks, Hamburg Yard	Improvement of port facilities
Boothferry, Goole Docks Low End	Improvement of port facilities
Covenham	Water treatment works
Grimsby	Trunk relief sewers
Grimsby, Immingham	Extension of gas main
Kingston upon Hull	Keldgate Reservoir to Beverley road trunk water main
Kingston upon Hull	Roads, sewers, footpaths and provision of street lighting for industrial sites
Kingston upon Hull, River Hull improvement	Raising and strengthening of river banks to prevent flooding
Kingston upon Hull, River Hull tidal surge barrier	Flood protection by provision of a moveable barrier gate to be operated in the case of high surge tides
Kingston upon Hull; Sutton Fields industrial estate	Substations and associated mains work
North Wolds, Carnaby industrial estate	Substations and associated mains work

East Midlands

Total aid £40 055.7

Infrastructure project

Aid is given under a global application to the following project:

Chesterfield (Barlow Brook, Sheepbridge)	River training and bridge works to prevent erosion and secure development of industrial estate

South West

Total aid £320 535.38

Infrastructure projects

Aid is given under a global application to the following projects:

Cornwall	
Caradon (Station Road, Liskeard)	Access road and services for industrial estate
Caradon (Callington, Moss Side)	Roads and sewers for industrial estate
Carrick	Extension of telephone exchange
Carrick (Falmouth)	Telephone exchange
Carrick (Mitchell)	Radio station
Kerrier (Redruth)	Radio station

Location	Project
Kerrier (Helston)	Installation of exchange equipment
North Cornwall	Extension of telephone exchanges
North Cornwall (Treskinnick Cross)	Radio station
North Cornwall (Launceston)	Telephone exchange
North Cornwall (Pennygillan)	Extension of roads and sewers for industrial estate
North Cornwall (St Tudy)	Telephone exchange
Penwith (St Just)	Radio station
Penwith	Extension of telephone exchange
Restormel (St Austell)	Telephone exchange extension
Restormel (St Columb Major)	Telephone exchange
Restormel	Extension of telephone exchange
Devon	
Plymouth	Telephone exchange
Plymouth	Installation of exchange equipment
Plymouth (Plympton)	Telephone exchange extension
Plymouth (Belliver)	Roads and sewers for industrial estate
North Devon (Ilfracombe, Mullacott Cross)	Roads, water, sewerage, gas and electricity for industrial estate
West Devon (Hatherleigh)	Access road for industrial estate

Total aid in respect of all infrastructure projects (global application) £320 535.38

Scotland

Total aid £4 766 227.08

Infrastructure projects

Aid is given under a global application to the following projects:

Central Region	
Alloa, Alva industrial estate	Water and drainage
Alloa, Alloa and Tillicoultry industrial estates	Water and drainage
Falkirk	Water and drainage for industrial estate
Falkirk, Tamfourhill industrial estate	Access road, water and drainage
Stirling	Water supplies to tourist centres – Cartmore, Ruskie and Shian to Kepculloch schemes
Stirling, Springkerse industrial estate	Water and drainage
Dumfries and Galloway Region	
Stranraer Harbour	New facilities for handling vehicle ferry traffic – reclaim land, new berth with double level, double carriageway, loading ramp, vehicle standing area
Fife Region	
Methil Docks	New distributor road to improve access to industrial site
Strathclyde Region	
Helensburgh	New marina for berthing yachts

Total aid in respect of all infrastructure projects (global application) £1 950 480

Aid is given under a global application in mountain and hill farming and farming in certain less-favoured areas to the following projects:

Barvas, Isle of Lewis	New sewerage and sewage disposal scheme
Carnach, North Uist	New single track road to serve crofting community
Grampian Region	Provision of electricity supplies to remote areas
Highland Region	Provision of electricity supplies to remote areas
Orkney	Provision of electricity supplies to remote areas
Shetland	Provision of electricity supplies to remote areas
Stoneybridge North, South Uist	New single track road to serve crofting community
Strathclyde Region	Provision of electricity supplies to remote areas
Tayside Region	Provision of electricity supplies to remote areas
Western Isles	Provision of electricity supplies to remote areas

Total aid in respect of all infrastructure projects in mountain and hill farming and farming in certain less-favoured areas (global application) £1 874 700

Industrial project

Shotts – Strathclyde, Cummins Engine Company Ltd [1] The expansion of a factory producing diesel engines which will double the factory space by a virtual rebuilding of the existing plant. New plant and machinery will be provided £941 047.08

[1] Note: This decision complements that of December 1977 to grant £3 328 984 for this project. The two figures should therefore be added together.

Wales

Total aid £5 109 950

Infrastructure projects.

Aid is given under global applications to 24 investment projects.

Clwyd	
Bangor-on-Dee, Rockcliffe (Flint), and Ffynnongroew	Ffynnongroew by pass; A548 at Rockcliffe; A525 Bangor-on-Dee by pass
Rhyl	Tourist suncentre: water areas, artificial beaches, overhead monorail, etc.
Gwynedd	
Amlwch industrial estate	Estate road to additional industrial land
Conway, Talycafn	Demolition and reconstruction of bridge for industrial works
Holyhead, Anglesey	Provision of multipurpose facilities in the inner harbour and road haulage vehicle and passenger facilities at Salt Island
Meirionnydd	Narrow gauge railway line between Porthmadog (NW Wales coast) and Blaenau Ffestiniog
Powys	
Newtonn	Improvement to A489 Kerry Road
Dyfed	
Llanelli	Improvement to: A4138 road linking industrial Llanelli with the M4
Llanelli, Dyfatty	Bury Port flood prevention scheme
West Glamorgan	
Gurnos	Access road to industrial site on reclaimed land and to provide access to coal recovery site
Swansea	Improvement of A483 trunk road and junction with the slip road leading to Swansea dock
Swansea	New access road to industrial sites
Swansea	New Road: New Cut-Dyfatty – Phase 1
Mid Glamorgan	
Merthr Tydfil, Dix's Field industrial site	Roads, sewers, access roads
Pontlottyn, Pontypridd	Improvement to A469, Merchant Street and A4058 roads
South Glamorgan	
Cardiff	New link road between Eastern Avenue and Newport Road as first stage of linking docks and industrial area with main road network east of Cardiff
Cardiff	Improvement to part of Ferry Road
Gwent	
Blackwood	Access roads and services to industrial sites
Blaenau Gwent, Cwmtillery Valley industrial site	Roads, sewers and services
Blaenau Gwent, Noble Square	Provision of industrial site and road improvement
Blaenau Gwent, Rassau industrial estate	Provision of site infrastructure works, incl. roads, services
Blaenau Gwent, Waunllwyd	Improvement to A4047 road to enhance industrial development
Tredegar, Crown Avenue	Installation of roads and sewers on industrial site
Tredegar, Abertillery	Improvement of A4048 and A467 roads

Northern Ireland

Total aid £3 694 475.44

Infrastructure projects

Global application containing five investment projects. £3 095 738

Belfast	New service road
Belfast	Telephone exchange
Larne	Harbour development
Londonderry	Harbour development
Portavogie, Co. Down	Harbour development

Industrial project £598 737.44

Lurgan, Co Armagh: UK Optical Co Ltd
Factory making ophthalmic lenses and frames

New EEC documents

This list of EEC documents was deposited in the House of Commons during the seven days up to 25 May 1978 (commission reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European Communities Information Office at 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments

R/1004/78 (COM 184)
Commission communication to the Council on marine pollution arising from the carriage of oil (Amoco-Cadiz).

R/1116/78 (COM 187)
Proposal for a Council Regulation adjusting the weightings applied to the remuneration and pensions of officials and other servants of the European Communities.

R/1123/78 (COM 177)
Proposal for a Council Directive amending the Council Directive of 19 December 1977 concerning mutual assistance by the competent authorities of the Member States in the field of direct taxation.

R/1152/78 (COM 183)
Proposal for a Council Regulation (EEC) laying down general rules for the production refund on sugar used in the chemical industry.

Consultative documents

R/774/78
European Foundation – Report from the Council to the European Council.

R/1079/78 (COM 182)
Second communication from the Commission to the Council concerning the programme for the use of co-responsibility levy funds in the milk sector.

New legislation

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Pigs and pigmeat. Regulation (EEC) 1124/78 fixing the basic price and the standard quality for slaughtered pigs for the period 1 November 1978 to 31 October 1979, (*Official Journal*, L 142, 30 May 1978).

Fruit and vegetables. The *Official Journal*, L 142, 30 May 1978 contains the texts of the following regulations:

Regulation (EEC) 1122/78 amending regulation (EEC) 2511/69 laying down special measures for improving the production and

marketing of community citrus fruit and regulation (EEC) 1035/72 on the common organisation of the market in fruit and vegetables. In the second paragraph of article 6 of regulation (EEC) 2511/69 '1 June 1978' shall be replaced by '1 June 1979'. In the first indent of the first subparagraph of article 23 (2) of regulation (EEC) 1035/72 '31 May 1978' shall be replaced by '31 May 1979'.

Regulation (EEC) 1123/78 fixing certain prices and other amounts applicable in the fruit and vegetables sector for the 1978/79 marketing year.

Regulation (EEC) 1129/78 amending regulation 471/76 as regards the period of suspension of the application of the condition on prices governing the importation into the community of fresh lemons originating in certain Mediterranean countries. The second paragraph of article 3 of Regulation (EEC) 471/76 shall be replaced by the following: 'It shall apply until 31 May 1979'.

The *Official Journal*, L 144, 31 May 1978 contains the text of the following regulations:

Regulation (EEC) 1152/78 amending regulation (EEC) 516/77 on the common organisation of the market in products processed from fruit and vegetables.

Regulation (EEC) 1153/78 amending article 4 of regulation (EEC) 2517/69 laying down certain measures for reorganising community fruit production.

Regulation (EEC) 1154/78 amending regulation (EEC) 1035/72 on the common organisation of the market in fruit and vegetables and regulation (EEC) 2601/69 laying down special measures to encourage the processing of certain varieties of oranges.

The *Official Journal*, L 145, 1 June 1978 contains the text of the following regulations:

Regulation (EEC) 1176/78 fixing for the 1978 marketing year the reference prices for cherries.

Regulation (EEC) 1177/78 fixing, for the 1978/79 marketing year, the reference prices for lemons.

Regulation (EEC) 1179/78 fixing for the 1978/79 marketing year the minimum purchase price for lemons delivered to the industry and the amount of financial compensation payable after their processing.

Cattle, beef and veal. Regulation (EEC) 1146/78 fixing the quantity of young male bovine animals which may be imported on special terms in the third quarter of 1978 (*Official Journal*, L 143, 31 May 1978).

Animal feeding stuffs. The *Official Journal*, L 142, 30 May 1978 contains the text of the following regulations:

Regulation (EEC) 1117/78 on the common organisation of the market in dried fodder.

Regulation (EEC) 1118/78 fixing the flat-rate production aid and the guide price for dried fodder for the 1978/79 marketing year.

Regulation (EEC) 1119/78 laying down special measures for peas and field beans used in the feeding of animals.

Regulation (EEC) 1120/78 fixing, for the 1978/79 marketing year, the activating price for aid for peas and field beans and the minimum price for these products.

Regulation (EEC) 1156/78 amending article 1 of regulation (EEC) 508/78 extending the system of aid for the production of dehydrated fodder by substituting 30 June 1978 for 31 May 1978 (*Official Journal*, L 144, 31 May 1978).

Oil seeds. Regulation (EEC) 1193/78 laying down standard provisions for contracts for the sale of castor seeds (*Official Journal*, L 146, 2 June 1978).

Wine. Regulation (EEC) 1155/78 amending article 3 of regulation (EEC) 1163/76 on the granting of a conversion premium in the wine sector (*Official Journal*, L 144, 31 May 1978).

Regulation (EEC) 1187/78 repealing regulation (EEC) 2865/73 amending regulation (EEC) 1770/72 and drawing up the lists of agencies and laboratories which are empowered to issue the document accompanying wines for direct human consumption imported from third countries (*Official Journal*, L 146, 2 June 1978).

The *Official Journal*, C 128, 2 June 1978 contains a list of agencies and laboratories which third countries have made responsible for completing the documents which must accompany each consignment of wine imported into the community (published under article 4 (3) of commission regulation (EEC) 2115/76 of 20 August 1976 laying down general rules for the import of wines, grape juice and grape must).

Cereals and rice. The *Official Journal*, L 142, 30 May 1978, contains the text of the following regulations:

Regulation (EEC) 1125/78 amending Article II of regulation (EEC) 2727/75 on the common organisation of the market in cereals.

Regulation (EEC) 1126/78 amending article 9 (1) regulation (EEC) 1418/76 on the common organisation of the market in rice.

Regulation (EEC) 1127/78 amending regulation (EEC) 2742/75 on production refunds in the cereals and rice sectors.

Milk and milk powder. Regulation (EEC) 1206/78 amending regulation (EEC) 2054/76 on the sale for export to non-member countries of skimmed-milk powder held by intervention agencies and intended for use as feed (*Official Journal*, L 147, 3 June 1978).

Processed agricultural products. Regulation (EEC) 1198/78 amending regulation (EEC) 706/76 on the arrangements applicable to agricultural products and certain goods resulting from the processing of agricultural products originating in the African, Caribbean and Pacific States or in the overseas countries and territories, as regards the list of the countries and territories by deleting the words "Territory of the Affars and Issas" from annex 1 (*Official Journal*, L 147, 3 June 1978).

Imports from non-member states

The *Official Journal*, L 141, 30 May 1978, contains the texts of the following decisions:

Decision 78/446/EEC authorising France not to apply community treatment to toys of wood and other (except motors and movement mechanisms for toys and working models used for recreational purposes and parts thereof) falling within subheading 97.03 A or ex B of the common customs tariff, originating in South Korea and in free circulation in the other member states.

Decision 78/447/EEC authorising France not to apply community treatment to optical microscopes falling within heading ex 90.12 of the common customs tariff, originating in Japan and in free circulation in the other member states.

Decision 78/449/EEC authorising France not to apply community treatment to toys of wood and other (except motors and movement mechanisms for toys and working models used for recreational purposes and parts thereof) falling within subheading 97.03 A or ex B of the common customs tariff, originating in Taiwan and in free circulation in the other member states.

Decision 78/452/EEC authorising Ireland not to apply community treatment to certain undergarments, knitted or crocheted, not elastic or rubberised, T-shirts of cotton falling within heading ex 60.04 of the common customs tariff (Nimexe code 60.04-01), originating in Macao and in free circulation in the other member states.

The *Official Journal*, L 146, 2 June, contains the texts of the following decisions:

Decision 78/460/EEC authorising France not to apply community treatment to woven fabrics of jute or of other textile bast fibres, sacks and bags of a kind used for the packing of goods, of jute or of other textile bast fibres of heading no. 57.03, falling within heading 57.10 or subheading 62.03 ex A of the common customs tariff, originating in India and in free circulation in the other member states.

The *Official Journal* L 147, 3 June 1978, contains the texts of the following decisions:

Decision 78/466/EEC authorising the United Kingdom not to apply community treatment to linen tea towels falling within heading no. ex 62.02 of the common customs tariff, originating in Czechoslovakia and in free circulation in the other member states.

Decision 78/467/EEC authorising the United Kingdom not to apply community treatment to fabrics of jute falling within heading 57.10 of the common customs tariff, originating in India and in free circulation in the other member states.

Decision 78/468/EEC authorising Ireland not to apply community treatment to tyre cases of the kind used on motor cars falling within heading ex 40.11 of the common customs tariff, originating in the German Democratic Republic and in free circulation in the other member states.

Decision 78/469/EEC authorising France not to apply community treatment to woven fabrics of synthetic fibres (discontinuous or waste), unbleached or bleached, falling within subheading ex 56.07 A (Nimexe code 56.07-01, 04, 05, 07, 08, 11, 13, 14, 16, 17, 18, 21, 23, 24, 26, 27, 28, 32, 33, 34, 36) of the common customs tariff, originating in Taiwan and in free circulation in the other member states.

Fruit and vegetables. Regulation (EEC) 1061/78 adopting further protective measures with regard to the importation into France of aubergines originating in Spain (*Official Journal* L 135, 23 May 1978).

Tobacco. The *Official Journal* L 136, 24 May 1978 contains the texts of the following regulations:

Regulation (EEC) 1075/78 amending regulation (EEC) 1726/70 on the procedure for granting the premium for leaf tobacco.

Regulation (EEC) 1076/78 on the communication of information on raw tobacco.

Overseas trade news

UK has a part to play in Iraqi economy, Meacher told

UK firms can play a part in the development of the steadily expanding Iraqi economy if they can offer modern machinery at competitive prices.

This point was repeatedly stressed to Michael Meacher, Parliamentary Under-Secretary of State for Trade, when he visited Iraq from 23 to 26 May as guest of Mahdi Muhsin 'Odah, deputy minister at the Iraqi Ministry of Trade.

Mr Meacher pointed to the British firms actively pursuing major contracts in Iraq. He instanced George Wimpey, bidding for a share in a huge project for the construction of a railway line between Baghdad and Hussaiba in north-western Iraq, and Plessey, competing for the contract for a £100 million electronics complex near Samarra.

Mr Meacher's visit took place in an encouraging and warm atmosphere. At the end he met members of the British community and employees of various UK firms in Baghdad including a representative of Dow Mac which had just successfully completed building a £10 million factory for the production of railway sleepers.

Mr Meacher greeted by Mahdi Muhsin 'Odah.

Commonwealth meeting on standards for seafarers

Over a dozen countries were represented at -the Commonwealth conference of principal Over a dozen countries were represented at the Commonwealth conference of principal examiners and masters and mates and chief examiners of engineers held at the Merchant Navy College, Greenhithe, on 12 and 13 June. tanker casualties and their disastrous ecological effects. The conference provided a forum for discussion of a number of topics of major interest in education and training in merchant navies around the world, especially the maintenance of common standards and the development of statutory examinations to meet technical and other changes.

Principal examiners of masters and mates and chief examiners of engineers are responsible for the setting and conduct of examinations for certificates of competency in their countries. The United Kingdom has arrangements with the Commonwealth countries represented at the conference for reciprocal recognition of certificates of competency.

The Commonwealth conference immediately preceded the international conference on training and certification of seafarers being organised by the Inter-governmental Maritime Consultative Organisation (Imco), the United Nations maritime body.

The Imco conference, which has as its objective the formulation of internationally accepted minimum standards of training and certification of seafarers, will be among the topics of discussion at the commonwealth conference.

ODM seeks further ideas for UN conference on science and technology

There is still time to submit suggestions and ideas for possible incorporation into a national paper being prepared by the Ministry of Overseas Development for the UN conference on science and technology for development. The conference will be held in Vienna in 1979 but Britain's paper has to be submitted by August 1978.

A previous request, says the ministry, drew a helpful response. A provisional list of topics includes the pattern of British aid, and British assistance for science and technology for developing countries. The paper may also include case histories from various areas such as energy from renewable resources, nutrition and food technology and transport.

Further information can be obtained from, and the suggestions should be sent to, Mr I. H. Harris, Head of Science, Technology and Medical Department, Ministry of Overseas Development, Eland House, Stag Place London SW1E 5DH.

The primary objective of the conference is to assist developing countries to apply science and technology more readily to their own development and it is concerned with the uses of technology and science rather than the science and technology as such and especially with the applications that will benefit the developing countries.

Principal participants in the conference will be ministers and officials responsible for political decisions and their implementation.

Seminar on UK-Japan co-operation in third countries

A half-day seminar entitled 'Britain and Japan: opportunities for trade in third country projects' is being sponsored by the Japan Task Force, and the Council of British Manufacturers of Petroleum Equipment. It will be held on 4 July, from 1400 to 1745, in conference room A at the Department of Trade, 1 Victoria Street, London SW1.

There will be three Japanese and three British speakers. Mr T. Okabe of the Japan External Trade Organisation (Jetro) will talk on export insurance. Mr J. A. Dyer will explain the facilities available from the Export Credits Guarantee Department for third country business. Mr T. Saegusa of Mitsubishi Corporation will give a talk on the role of the Japanese trading companies in overseas projects, and Mr R. Kingdon of Newell Dunford Engineering Ltd will talk on equipment available from UK manufacturers.

There will also be two case studies, one given by Mr S. Takabatake of Toshiba on Toshiba/Boving in Ghana, and the other by a representative of Adamson and Hatchett Ltd.

The seminar will end with a panel discussion and will be followed by a reception at 17.45.

Representatives of Japanese companies in the UK will also attend the seminar and reception. There is no participation fee.

The Japan task force was established in December 1976 to strengthen co-operation between the Japanese business community in Britain and British industry and commerce, in order to promote the expansion of British exports to Japan including co-operation in third markets. Members of the task force are British Overseas Trade Board, the Japanese Chamber of Commerce and Industry, Jetro,

Confederation of British Industry, the Department of Trade and the Foreign and Commonwealth Office.

Seminar programmes and applications forms can be obtained from: R. Cummins, British Overseas Trade Board, Department of Trade, Exports to Japan Unit, Hillgate House, Room 606, 26 Old Bailey, London EC4M 7HU, tel. 01-248 5757 ext. 232.

British aid for Indian fertiliser project

Mrs Judith Hart, Minister for Overseas Development, has approved the allocation of £26 million in grants from aid funds to India towards the cost of a urea fertiliser project at Kakinada on the coast of Andhra Pradesh. The aid is tied to the purchase of British goods and services which will be procured from a number of companies.

Foster Wheeler (UK) has gained design, engineering and procurement contracts for the ammonia and urea plants involved in the project and overall contractors Foster Wheeler will have general responsibility for the commissioning of the plants.

The Kakinada fertiliser scheme will help India to achieve its objective of self-sufficiency in nitrogen fertiliser production.

The Indian government plans to commission one new plant a year in the 1980s to keep up with expected growth in consumption, and Kakinada, an oil-based plant, will be one of these. It is due to be in full production by 1981

UK-Finnish joint commission meets in London

The UK-Finnish joint commission shown during its meeting in London from 5 to 9 June. During this year's meeting, visits have been paid to industry and research associations concerned with printing, advanced materials technology, production engineering, computer-aided design and agricultural engineering. In addition there have been discussions about the possibility of co-operation in joint ventures in third countries. The Finnish team was led by Mr P. Rekola, Director-in-Chief of the Industrial Department of the Finnish Ministry of Commerce and Industry, and the British team by Miss M. J. Lackey, under-secretary of the Commercial Relations and Exports Division at the Department of Trade.

Strong UK participation at wire exhibition

A total of 42 British companies will be taking part in the international wire exhibition in Basle from 20 to 24 June at the Swiss Industries Halls. The joint venture group is supported by the British Overseas Trade Board and sponsored by the International Wire Machinery Association.

Many new products will be displayed by British firms including a range of automatic readout laser diameter systems; a cable applicator designed for filling plastic-sheathed communication cables with petroleum jelly to create a water barrier; a new method of curing high, medium and low-voltage cables; a range of module-bending machines; a series of spring-coiling machines; a spiralling machine, and a carbide die ripper.

Also on display for the first time will be an inductive pre-heater, which is temperature controlled by a solid-state fully compensated speed-proportional controller and two looms from a specialist manufacturer of looms and beaming equipment.

Important exhibition

The international wire exhibition, which is a biennial event, is the most important in the wire industry. It was first staged in 1967 at Olympia and moved to Basle in 1972.

COI film wins international award

A Central Office of Information film about the life-saving expertise of a London hospital team has won a major prize at the International Short Film Festival of Cracow, held in Poland from 30 May to 4 June.

The television film 'Heart of a Child' gained a silver dragon award which guarantees that it will be purchased and distributed throughout Poland.

The 14-minute film tells the story of how a special team at the Brompton Hospital in London, using every new technique developed over five-year's experience, saved the life of a 14-month-old baby with a malformed heart.

The film has already been distributed to more than 50 countries for television screening through the London Television Service – the overseas marketing designation of the Films and Television Division of COI.

Indonesia power loan backed by ECGD

The repayment and funding for a $33.4 million loan which Barclays Bank International Ltd, acting on its own behalf and on behalf of Chemical Bank, has made available to the Department of Finance of the Republic of Indonesia is being guaranteed by the Export Credits Guarantee Department.

The loan will help finance the $39.3 million UK element of a contract awarded to Balfour Beatty by Perusahaan Umum Listrick Negara, the Indonesian state power corporation.

Equipment

Balfour Beatty will supply and supervise the erection and installation of 500 ehv (extra high voltage) power lines, 150 kV underground cables and 150 and 70 kV transmission lines for the electricity distribution system in the west Java and Djakarta areas.

Honoured for export achievement

The following have been honoured for services to exports in the Queen's Birthday honours list.

Knights Bachelor

F. G. Hawkins, chairman, Stone Platt Industries Ltd.
B. Heath, group chairman, Guest Keen and Nettlefolds Ltd.
R. W. Pennock, deputy chairman, Imperial Chemical Industries Ltd.
R. Telford, managing director, GEC-Marconi Electronics Ltd.

CBE

J. C. Akerman. managing director, Mullard Ltd.
W. Barnes, director, Carrington Viyella Ltd.
J. Burgess, managing director, Simon Carves Ltd.
P. F. Dorey, director, general manager, computer systems group Ferranti Ltd.
R. G. Duthie, chairman, Black and Edgington Ltd, Port Glasgow.
E. G. Rubython, deputy chief executive, British Aerospace's aircraft group.
T. P. Barlow, consultant, Rolls-Royce Motors Ltd.
P. V. Ellis, director, worldwide marketing group, International Computers Ltd.
R. A. Hennery, manufacturing director, CAV Group Ltd.
D. H. L. Jemphrey, sales director, Herdman Group.
J. J. Jewitt, managing director, Footprint Tools Ltd.
J. Mackay, chairman and managing director, Hugh Mackay and Company Ltd.
G. MacB. Menzies, chairman, North British Steel Group Ltd, Bathgate.
R. S. Odd, deputy chairman, Lansing Bagnall Ltd.
W. T. C. Miller, managing director, Normalair Garrett Ltd.
Mrs Fay Pannell, managing director, Conference Services Ltd.
R. N. Settle, overseas projects director, British Aerospace's dynamics group.
A. H. Slater, managing director, Tate and Lyle Engineering Ltd.
R. T. Turner, marketing executive, civil engines, Rolls-Royce Ltd.

MBE

J. H. Hawkey, director and chief executive, Ault and Wiborg International Ltd.
J. W. Fuller, fitting out manager, Brooke Marine Ltd.
R. E. Hufton, project designer, Lucas Aerospace Ltd.
T. J McGann, general sales manager, Pye TVT Ltd.
Miss C. O'Farrell, secretary, British Laboratories Ware Association.
J. Paterson, sales director, David Carlaw (Engineers) Ltd.

Trade mission to Saudi Arabia

A trade mission of up to 15 members is being arranged by the Cardiff Chamber of Commerce and Industry to visit Jeddah, Riyadh, and Dahran from 5 to 19 January 1979. Cut-off date will be 31 August 1978.

Further information and application forms can be obtained from Mr R. C. Smale at the Cardiff Chamber of Commerce and Industry, 101-108 The Exchange, Mount Stuart Square, Cardiff CF1 6RD, tel. 0222 21648.

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BOTB plans oceanic fair in Tokyo marketing centre

A second oceanic and offshore equipment exhibition is being planned by the British Overseas Trade Board at the British Export Marketing Centre, Toyko, from 6 to 10 February 1979, in order to maintain and extend the impetus from the first exhibition on this theme in 1977.

Exhibiting companies will pay a flat BOTB-participation fee of £200, plus an estimated sponsors' management fee of £162, and will qualify for an extremely generous level of official assistance, including: provision of stand space; design and construction of stands; outward and return (if unsold) freight of exhibits; market research (one copy of the BOTB survey per company); extensive pre-event publicity, including a professional audience recruitment campaign; a press preview and reception; up to £1,010 (£505 for each of a maximum of two UK-based representatives) towards stand-manning expenses.

In addition it is proposed to organise a technical seminar at the same time as the exhibition. Companies wishing to read a paper will be charged an extra £100 towards translation and simultaneous interpretation costs.

This formula, says BOTB, has proved extremely successful in the past, resulting in capacity audiences. The exhibition will run for five days, and first-time exhibitors are expected to remain in Japan for a further week to follow up ensuing business contacts.

Companies wishing to take advantage of this opportunity to promote their product range in Japan are urged to apply without delay to the sponsors Mr M. Armstrong, director-general, Association of British Oceanic Industries, 11 Dartmouth Street, London SW1H 9BW, tel. 01-930 1696.

As part of the planning for this exhibition BOTB published a market report, 'The Japanese Market for Oceanic and Offshore Equipment (1978)', on 17 May (price £35), which pointed out the promising opportunities which exist for UK manufacturers in this field in Japan. Since UK oceanic and offshore equipment was considerably less well-known to Japanese importers and manufacturers, including those involved in third-country projects, than that of the USA, France, or West Germany, the report concluded that UK companies should become more intensively involved in promotional schemes, including trade fairs, seminars and other forms of publicity.

It commented in particular that any sophisticated equipment and technology from the UK – such as research and surveying equipment; equipment for developing ocean resources; equipment for developing ocean energy; equipment and facilities for the utilisation of ocean space; offshore civil engineering equipment; diving equipment; anti-pollution equipment; precision navigation equipment; radar and sonar equipment – should be of great interest to Japanese buyers.

Of these categories, research and surveying equipment, equipment for developing ocean resources, and navigation, radar and sonar equipment were especially singled out as areas in which the UK should have a greater or lesser degree of export advantage over other supplier countries.

Nigerian mission visits brewers

Some of the members of a 14-man inward mission from the leading breweries in Nigeria looking at the master control panel at the brewery of Munton and Fison Ltd of Stowmarket. The Nigerian mission sponsored by the Allied Brewery Trades' Association and the British Overseas Trade Board, visited a large number of British brewery equipment firms while they were in the UK from 14 to 27 May.

Export office procedure courses in Scotland

Dates and locations of export office procedure courses in Scotland organised by the Training Services Agency for the second half of 1978 are:

Starting date	Locations
8 August 1978	Glasgow chamber of commerce[1]
15 August 1978	Edinburgh
22 August 1978	Ayr
12 September 1978	Glasgow chamber of commerce[1]
3 October 1978	Glasgow chamber of commerce[1]
10 October 1978	Dundee chamber of commerce[1]
24 October 1978	Edinburgh
24 October 1978	Glasgow
7 November 1978	Glasgow chamber of commerce[1]
5 December 1978	Dundee
5 December 1978	Ayr
5 December 1978	Glasgow chamber of commerce[1]

[1] These courses may attract a handling charge which is imposed by the chamber of commerce.

The courses have two main objectives: to enable students to gain experience in office procedure and documentation associated with exporting; to show them how to pass on this acquired knowledge in the most effective way.

The syllabus assumes that students have experience of clerical work but not necessarily a knowledge of export techniques.

Sessions cover such subjects as bills of lading, marine insurance, contracts, letters of credit, bills of exchange, certificates of origin, customs declaration, air freighting, containerisation, and the EEC.

Each course lasts 25 hours beginning on a Tuesday at 0900 hours and ending on Friday at 1230 hours. Fees would normally be £70 per member excluding VAT but fees will be waived in respect of students attending from companies within development/intermediate areas, which take in the whole of Scotland.

Courses are non-residential and firms make their own arrangements for hotel accommodation.

Inquiries in connection with these courses should be made to Training Services Agency (OS1-B), 9 St Andrew Square, Edinburgh EH2 2QX, tel. 031-225 8500 ext. 249.

London chamber plans US mission

A mission to the fast-developing south-east states of the United States combining both a fixed and scatter mission is being organised by the London Chamber of Commerce and Industry from 28 October to 11 November.

From 28 October to 3 November the mission will be held in Atlanta the capital of the State of Georgia. The emphasis of this mission will be on the supply of telecommunications equipment, technological services, transport services of all kinds (plus automotive parts), building development and materials, catering equipment, food processing, furnishings, banking services, brokerage and their associated activities. Special arrangements are being made to meet key figures in industry and government.

The south-east states which will be visited from 3 November to 11 November witnessed, says the chamber, an industrial revolution in recent years and is now recognised as *the* growth market area in the next decade. Total buying power in the region now exceeds $155 billion, an increase of 87 per cent in the last six years. The following opportunities have been identified: pharmaceutical production (North Carolina); textile and associated machinery, forestry equipment (North and South Carolina); carpet manufacture, forestry equipment (Georgia); marine pleasure craft (Florida); offshore oil and gas equipment (Alabama, Mississippi).

Further information is available from Barbara Hallamore at the North America Department of the chamber tel. 01-248 4444 ext. 34). Applications must be in by 30 June 1978.

Indonesia to be discussed at business club's meeting

Saleh Basarah, Indonesian ambassador to the UK, and Dr Suhadi Mangkusuwando, Director-General of Foreign Trade at the Indonesian Department of Trade, will be the speakers at the 21 June meeting of the south-east Asian business club.

The meeting will provide an opportunity to review the current export and development potential in Indonesia.

Further information can be obtained from Miss Blanchard, London Chamber of Commerce and Industry, tel. 01-248 4444 ext. 306.

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Great plants from little models

A model used as a design study for a petrochemical plant nears completion at the engineering works of Sim-Chem company that will be represented on the Manchester Chamber of Commerce trade mission to Venezuela and Colombia which begins tomorrow, 17 June. The company specialises in the design and supply of plants for the manufacture of chemicals, plastics, synthetic fibres, petrochemicals and fertilisers, mostly derived from oil.

Paper and printed products: merging of Swiss quotas

Following an amendment to the free trade agreement between the Swiss Confederation and the EEC, the nine existing zero-duty quotas for paper products falling within chapter 48 of the tariff and originating in Switzerland are to be merged into a single quota.

To give effect to this change a statutory instrument has been laid before parliament which provides that with effect from 1 July 1978 the nine individual quotas opened for 1978 will be merged into a single quota.

The nine individual quotas collectively provided for duty-free entry for a total of 2500 tonnes. The quantity available within the new amalgamated quota will be the balance remaining after deducting from this figure the total quantity of paper goods entered against the nine individual quotas before 1 July 1978.

There is no provision for the retrospective opening of any of the nine individual quotas which may have been exhausted before this date; however, all products covered by the nine quotas including those within previously exhausted quotas, may, on or after 1 July 1978, be entered against the new single quota.

Details of the nine individual quotas appeared in a notice setting out zero-duty quotas for 1978 for certain paper and printed products originating in Efta countries (and Finland) published in *Trade and Industry*, 16 December 1977.

Inquiries concerning the amounts remaining within the present quotas or the amount available on or after 1 July 1978 should be made to the Tariff Quota Registration Unit, HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

Bogota stand can display UK literature

Britain's embassy in Bogota, Colombia, is organising and manning an information stand at the International Fair to be held in Bogota from 15 to 30 July.

The stand, which is being supported by the British Overseas Trade Board, will be able to display literature and posters of UK firms who are exhibiting at the fair or who have an interest in the Colombian market.

Firms are invited to send literature to the British embassy, Calle 38, 13-35 Pisos 9-11, Bogota, Colombia (airmail address: Apartado Aereo 4508 Bogota) as soon as possible.

A Century of Trade Marks 1876-1976

Prepared by Mr R. L. Moorby, Assistant Registrar, with assistance from Mr D. Myall and Mr F. J. Ward Dyer, this interesting and informative book is the first to explain in layman's terms the complex subject of Trade Mark Law and is a fitting tribute to the work of the Trade Marks Registry over the last 100 years. Opening with a brief outline of trade mark history prior to 1875, the book shows how the growing commercial pressure for statutory protection of a distinctive trade mark led to the 1875 Act and the establishment of the Registry, under its far sighted Registrar, Sir Reader Lack, to administer the law. Distinctive and deceptive trade marks are illustrated and quoted as examples of the essential criteria for acceptance laid down from the beginning. There are interesting records of some of the personalities involved at the outset, and the last three chapters deal with the Manchester Branch and the Cutler's Company, 'Trade Marks as Footnotes to Social History' and a look at the future in the light of the Mathys Committee and our membership of the EEC.
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HMSO BOOKS

Value counts too in exporting – Catherwood

Britain's exporters must learn to sell on value and not merely on price and continental customers must rid themselves of their English Channel complex. These points were made at the first of a series of Export United conferences on 'Earning more from exports'. Organised by the British Overseas Trade Board on 8 June, the conference was attended by 150 senior industrialists. We report on the conference.

In his opening address Sir Frederick Catherwood, chairman of the British Overseas Trade Board, said that although British exports had done extremely well over the last two years, they had remained competitive only because the UK wage rates were now substantially below those in main competitive countries in Europe, north America and Japan. 'We are selling far too much on price and far too little on value. There is no future in it. There are hundreds of millions of people in the world earning one-tenth of the British wage and they can always undercut us. Or to put it poetically "sell on price and live on rice". Or more positively "give value for money and its milk and honey".'

When the pound started to harden towards the end of last year, Sir Frederick said he used to ask every gathering of exporters whether the hardening of the pound made any difference to them. Many said, robustly, that they sold on value and not on price and it really didn't make the slightest difference. But for a surprisingly large proportion of British industry, that relatively small upward movement in the exchange rate had made a lot of difference.

It might have been expected in commodities and semi-manufacturers and some simple products, Sir Frederick continued, but what seemed to emerge was that too many of our products – even manufactured products – were being sold at the bottom end of the market. 'Now that the exchange rate has dropped off a bit and our rate of inflation is down to 7 per cent, some of the pressure is off. But there is no doubt whatever that this country sells too much on price and too little on value for the customer.'

The customer was looking for a product that was designed to do precisely what he wanted. A piece of machinery which would do what competitive machines would not do could sell for a good deal more. So, Sir Frederick said, a machine that produced a better product or gave a lower cost or less maintenance would sell for a higher price than a machine that had none of these benefits. And a consumer product which was in fashion and well advertised would sell when last year's fashion would not. 'But to produce goods designed for a purpose means ruthlessness in scrapping old product lines and installing new plants. It has recently been calculated that Britain needs to invest a further £100 million in plant and machinery to catch up with the Germans, so we are not going to put that right in a hurry. But we can do more about the other two customer requirements.'

English Channel complex

Sir Frederick went on to discuss the problem of availability. 'Availability is not just a matter of a delivery date,' he said. 'It is also the feeling on the part of the customer that there is going to be no delay after the goods leave the supplier's factory. There is not only an English Channel complex on our part, there is a strong English Channel complex on the part of our customers. A German in Düsseldorf said that he preferred getting goods from Milan because of course Milan was nearer than Birmingham. The fact is that Milan is not nearer to Düsseldorf than Birmingham. But he did not believe that his goods would be held up in a bottleneck through the Alps and he did believe that his goods might be held up in the bottleneck of the English Channel.'

He stressed the importance of establishing very firmly, and over a reasonable period of time, that the delivery of British goods was just as fast and just as reliable. 'But,' he said, 'when we go further afield than Europe, it is not of course so much within our control. I believe that the overland route to the Middle East has been developed remarkably well in the last few years and that market takes 10 per cent of our exports, and container ships have also improved delivery to north America and Australia, but there is of course a limited amount that we can do about dock strikes in those countries.'

Highlighting the importance to customers of the knowledge that they could get hold of spares and service quickly, Sir Frederick pointed out that this was partly looked after by holding men and spares available in depots near our customers, but also by the speedy delivery of spares from depots in this country. 'I know quite small companies which have an international reputation for getting men and material to their customers ahead of anyone else and they base the whole of their business and prosperity on their fast response rate. It is an enormous cost to our customers to have productive machines idle or goods for which there is an immediate demand out of stock and both of these factors often matter far more than the price of the product.'

Management expertise

Lord Hayter, chairman of the EDC for International Freight Movement, told the conference that chairmen and managing directors

On stage and screen at the total export concept conference (left to right): Sir Frederick Catherwood, Lord Hayter, Bob McKenzie, Mr A. V. J. Simpson and Mr E. N. Davies of Hoover Ltd.

too often fail to assemble the right mix of management expertise to make up a really effective export effort. There was still a tendency, Lord Hayter said, to sell first and think about movement later, but physical distribution should enter into the long and medium-term planning of every export activity.

Delegates were told that the cost of distributing goods, including insurance and packaging, could frequently amount to as much as one-third of the selling price. These points were emphasised by presentations by Hoover and Monsanto. Hoover illustrated how, now that consumer goods were increasingly sold through national retail groups, the group had moved from mainly delivering to high street outlets, to delivery to dealer-warehouses. The company maintained that this change in marketing pattern has meant that well-managed distribution had emerged as a critical element in successful operating.

Monsanto demonstrated how it was reaping the benefits of a major investment of management time and resources in distribution. The appointment of a director of distribution for all of Europe indicated, the company said, management awareness of the need to look at distribution as a corporate-wide activity requiring corporate-wide co-ordination.

The conference followed on the publication of the report 'Trading with Europe – Through Transport and the Total Export Concept', which referred to the need to integrate the skills of production, marketing, distribution and customer servicing. This implies that in many companies these skills are approached as separate functions with distinct chains of responsibility reporting to the board. The total export concept, it it is to be successfully implemented, therefore requires board level commitment to bringing about a greater degree of integration.

Regional Statistics No. 13 1977

Regional Statistics No. 13 1977 is an essential reference book for professionals with an interest in regional industry, economics, markets or social characteristics. Compiled by the Central Statistical Office, it provides in one volume a detailed quantitative picture of regional variations within the United Kingdom across a broad range of topics; the subject headings are: Regional profiles (which are a selection of key statistics for each separate region and for counties within it), Social characteristics, Social services, Health, Housing, Education, Employment, Energy, Production, distribution and investment, Agriculture, Transport, Personal incomes, Household expenditure and Regional economic accounts. Notes are given in an appendix explaining the sources and definitions of the figures presented, and providing references to further material on each subject covered.

Price £6.50 (by post £7.04)
HMSO, PO Box 569,
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ISBN 0 11 630171 6

Overseas trade exhibitions

Posidonia cements Greece–UK symbiosis

From John Cole-Morgan, BOTB, in Pireaus

An international 'union' which has something of the spirit of ancient Olympia was how Emmanuel Kefaloyannis, the Greek Minister of Merchant Marine, described Posidonia '78, the international marine exhibition which has just been held in Pireaus, Greece. But if not Olympia, the fellowship of the sea certainly seemed to infect the near-on 20 000 lounge-suited businessmen and merchants marine who gathered at this Athens port from all over the world.

Competition and reward was not lacking either. With shipping in recession and 8 per cent of the world's fleet laid up, there was a natural anxiety to capture any business going on the 800 stands at the exhibition. Of the 33 countries who took part 12 had national stands of which Britain's, sponsored by the British Overseas Trade Board as a joint venture with a British Marine Equipment Council and the Shipbuilders and Repairers National Association, with 54 exhibitors was the biggest and generally thought the most striking.

Set high on a terrace of the passenger terminal overlooking the harbour where part of the Greek merchant fleet is laid up for lack of work and the offices of many of the Greek shipowners, the twin tunnels of the red, white and blue British pavilion emphasised the traditional links between Britain and Greece in merchant shipping.

Inside the pavilion, shipbuilders were cheek by jowl with insurance brokers, bankers, hull scrapers, galley fitters, ship converters, pump manufacturers and makers of cargo-coolers that would keep butter hard on the quays of Saudi Arabia. The display was a real 'credit to the country' said Gerald Kaufman, Minister of State for Industry, who visited the exhibition.

British Shipbuilders had a centre-piece display and used the occasion to unveil a number of new designs including the SD18 MPT, a new dry-cargo vessel. During the event the corporation announced two sales worth about £14 million for this vessel to a UK-based Greek shipowner. It is estimated this will mean some three-quarters of a million man-hours of work for the Austin and Pickersgill shipyards where they will be built.

Hovermarine Transport was showing, for the first time, a hovercraft capable of carrying 270 passengers at 40 knots. International Marine Radio had on its stand the first pre-production units of its new error-correcting ships' telex and Marconi International Marine chose the event to launch a new echo sounding system which, in the absence of reliable data, gives the last accurate reading with appropriate warning.

Even if there are fewer new ships to fit out, electronic equipment, pumps, marine sewage plants, compressors and the like need replacing from time to time and the manufacturers of such equipment were certainly hopeful that the event would bring them some new business.

But it was Nicholas Preston, director of Stone Manganese Marine, makers of ships' propellers, who summed up why most of the exhibitors were there when he said that it was

Gerald Kaufman, Minister of State for Industry, and Derek Kimber, chairman of Austin and Pickersgill. The model is that of the SD18: two sales for the vessel, together worth £14 million, were announced at Posidonia.

the best event of its type and that when the industry did begin to recover it would be the Greeks who would start first.

Undoubtedly they were there to cement even further that peculiar symbiosis which exists between Greek shipping, British financial and commercial institutions and British industry and which induces many Greek shipowners to operate from London.

Packing in the orders at Dusseldorf

From Peter Beckingham, BOTB, Düsseldorf

Sir Frederick Catherwood, chairman of the British Overseas Trade Board, heard an optimistic account of export prospects when he visited UK packaging companies, taking part in force at the world's major trade event, Interpack, in Düsseldorf from 8 to 15 June.

Almost all the companies Sir Frederick spoke to reported an unexpectedly high level of interest in their products. Many told him that they had received over 50 serious trade inquiries on the opening day of the event, which the organisers claim will attract over 130 000 visitors.

Over 100 British companies are at the event, 60 in a group display organised by BOTB and the Institute of Packaging. Britain is the largest overseas exhibitor at the exhibition, followed by the Italians, Swiss and Dutch.

A number of British companies reported that they had been able to complete business with overseas customers, or receive first orders from new clients, within days of the opening of the exhibition. Probably the largest contract to be signed was by Rose Forgrove, the Leeds-based manufacturer of a wide range of packaging machinery, which has received its largest overseas contract ever. The order, which is worth several million pounds, is with an undisclosed overseas manufacturer. Rose Forgrove also sold, off its stand, two automatic collating units worth over £50,000 for use in the pharmaceutical industry.

Other substantial overseas orders have been received by Driver Southall, Walsall. The firms sold automatic weighing equipment worth over £100,000 in the first two days to customers from West Germany, central Africa and Sri Lanka.

Smaller orders have also been received by a number of other UK companies. Europack Engineering, Beccles, for example, sold on the first day a stretch wrapping machine to a West German customer, and anticipated selling a further three machines, worth approximately £20,000 in total, to other European visitors.

TI Bexauda, which has designed a liquid filling machine with special adaptions for the German market, reported £25,000 worth of business in the first two days, and Harland Machines received £20,000 orders for two pressure sensitive labelling machines.

Many other companies reported that the range of inquiries had been particularly significant, with visitors to British stands from as far away as Australia, Japan, United States, Singapore and South Korea, as well as most European countries.

Some companies expressed disappointment at the absence of West German trade visitors, but a number were optimistic that they would visit the exhibition in due course – after the initial rush of visitors, creating crowded exhibition halls, was over.

UK firms write orders at NY Stationery show

From Richard Levy, British trade development office, New York

'Absolutely right' was Heinz Moldaus, managing director of Molmax Ltd, in his estimation of the New York stationery show held from 21 to 24 May in the New York Coliseum.

These words echoed the sentiments of most of the 25 British companies, organised by the British Stationery and Office Products Federation under the sponsorship of the British Overseas Trade Board who participated in the eighth successive joint venture at this thirty-second annual event.

The British group did especially well, benefiting from a prime location on the main entrance level of the exhibition site, and advance publicity circulated to the trade press. Ideal weather on all but the final day of the show boosted buyer attendance to more than 11 000.

The merchandise on display ran the gamut from traditional greeting cards and boxed stationery to adult games inspired by 'Star Wars'. All firms were successful in securing new orders and many appointed agents and distributors in areas where they had not previously been represented.

Nigel Quiney Designs Ltd enjoyed special favour with Bloomingdales, a major east coast retailer, and the store may have a 'Quiney Shop' in its stationery department later this year.

In addition to valuable trade contacts made at the fair itself, many useful new introductions were made at a reception held for the British exhibitors at the offices of the British Trade Development Office. The reception was a particular success for its record number of American buyers and tradespeople.

All firms taking part enjoyed particular success at this year's event and look forward to renewed participation again next May.

Attendance soars at Hamburg hospital supplies fair

From Hilary Evans, British consulate-general, Hamburg

Attendance records were smashed at Hamburg's hospital equipment and supplies trade fair when by the second day of the four-day show the number of visitors exceeded that of the whole exhibition when it was last held in 1976.

The Hamburg exhibition was organised jointly by the Hamburg Messe and the association of German Hospital Administrators and held from 30 May to 1 June.

The exhibition was designed to underline the fact that a hospital is a highly complex organisation. This was reflected in the fact that the products on display covered not only medico-technological apparatus and equipment, laboratory furniture supplies and hospital furniture but also foodstuffs, office equipment, including computers, catering and cleaning equipment and equipment for the rehabilitation of patients.

The joint-venture group of 13 British companies were sponsored by the British Health-Care Export Council which also ran an information stand and supported the British Overseas Trade Board. The joint-venture exhibitors were grouped together in hall 5 which was devoted to medico-technology and associated supplies. British exhibits included cardiology equipment, intensive-care systems, specialised surgical equipment, urological products, medical/surgical plastic products, surgical dressings, sterilised paper, physiotherapy equipment, infusion equipment and incubators.

Although no spectacular sales were made most companies said they were well satisfied with their participation in the exhibition particularly as a means of maintaining contact with their existing dealers or of meeting new customers not necessarily only from Germany.

Apart from the exhibits of the firms in the joint venture British products were on view in all the exhibitor's 13 halls. Most of them were included in the stands organised by their German agents.

British firms agreed that there was no point in exhibiting if their target was the medical

Personnel on the stand of Mentmore Manufacturing show Fred Mills, of the British Stationery and Office Products Federation (right) one of the new products which attracted interest from US buyers on opening day – a Fokker Triplane in a series of model kits.

profession since the exhibition is basically a trade fair and is not as a rule visited by doctors. But it is certainly worth while as a means of establishing and maintaining contacts in one of the most difficult markets in Europe.

A slow-burning Petrotech

From Pim van Ling, British embassy, The Hague

Amsterdam's Rai Exhibition Centre was the venue for the fifth exhibition of petroleum technology held from 23 to 26 May. One of the main sponsors was the Federation of European Petroleum Equipment Manufacturers. Running concurrently with the exhibition was the European petroleum and gas conference which attracted speakers from all over Europe.

The official opening was performed by Dr G. van Aardenne, Minister of Economic Affairs of the Netherlands, in the presence of the Prince of the Netherlands.

The exhibition was visited by 9831 people, compared to 9776 in 1976.

Petrotech attracted 300 exhibitors including the three joint-venture stands from Belgium, the United States and the UK.

The largest stand was the British joint-venture stand, sponsored by the British Overseas Trade Board and the Council of British Manufacturers of Petroleum Equipment, which housed 45 British companies – many exhibiting for the first time.

Results this year were mixed; some exhibitors were well satisfied with the level and quality of inquiries received, while others, especially those who had exhibited in earlier Petrotech exhibitions in Amsterdam, felt the pace of the exhibition was slower than in previous years.

TK Valves of Fife, which manufactures pipeline ball valves, received a specific inquiry with a fair chance of being turned into an order worth £65,000.

Compeda, of Stevenage, exhibited its computer-based system for design and planning of petrochemical plants and pipework, and was kept very busy answering inquiries about their system.

Northern Engineering Industries from Newcastle upon Tyne, which recently opened its European sales office in the Hague, exhibited products from seven companies within the group and received some interesting inquiries.

Petrotech '78 was not the most successful exhibition of its kind to be held at the Rai. But it is still thought by exhibitors to be among the most important exhibitions of its kind in the world.

The exhibition continues to draw visitors from all over Europe and as with all highly technical exhibitions, the success will not be known until orders materialise from the inquiries received.

Seoul fair 'outstandingly successful'

From Peter Webster, BOTB, in Seoul

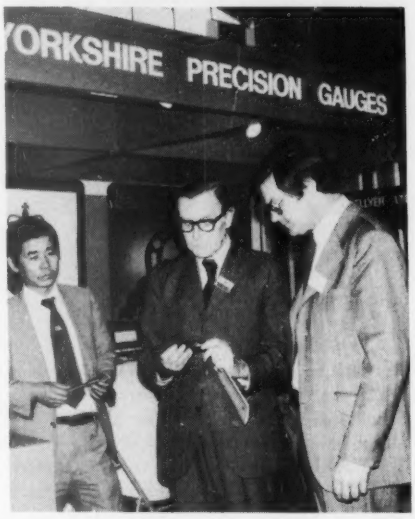
'This has been an outstandingly successful exhibition for us' said Mr J. Pegler, technical director of Richard Lloyd Ltd, an exhibitor at the British industrial and scientific technology exhibition held in Seoul from 5 to 10 June.

Emphasising this potential for British companies in Korea, Jim Wilks, chief executive of the British Overseas Trade Board, who opened the exhibition, said that the Korean economy was one of the most rapidly expanding in the world and its government was firmly committed to maintaining a high rate of growth – over 10 per cent a year.

Today, he continued, the openings for British firms were threefold. 'First, in direct exports of medium and high-technology products ranging from scientific equipment and machine tools to plant for nuclear power stations and medical equipment. Second, in collaborating with domestic companies and undertaking joint ventures in Korea – with British firms mainly providing advanced processes and technical expertise. Third, through joint Anglo-Korean projects in overseas countries, ranging from petro-chemical and steel plants to civil engineering and construction schemes.'

An increasing number of British firms of all sizes, Mr Wilkes said, were doing profitable business in Korea; more could join them with profit to themselves. Although there were restrictions on imports of many goods made locally, there was increasing liberalisation. Now is the time to sell into the market with British technology.

Jim Wilks (centre) chief executive, British Overseas Trade Board, looking at a gauge on Yorkshire Precision Gauges' stand at the British industrial and scientific technology exhibition in Seoul from 5 to 10 June



British firms can still apply for Plovdiv fair

Although all of the British Overseas Trade Board's space allocation has been taken up, the organisers of the Plovdiv fair say that they will still consider applications from UK firms who wish to exhibit at the fair.

The fair, to be held from 3 to 10 September in Plovdiv, is the major fair for selling into the Bulgarian market.

At a press conference on 8 June giving details of the fair, Mr S. Mishev, the deputy commercial counsellor at the Bulgarian embassy in London, said that the major portion of Bulgaria's foreign trade – some 60 per cent – was done at the fair.

Mr Mishev said that there were 17 British firms exhibiting at the fair and that the West German representation was about 150 and the French about 100. 'We would like to see more British firms at the fair and the invitation is still standing.'

He said that the level of trade between the UK and Bulgaria was at a generally unsatisfactory level. The economic relations between the two countries will be examined at governmental level at the sixth session of the UK-Bulgarian joint commission to be held in Sofia at the end of the month.

Mr L. Friedman of the London Chamber of Commerce and Industry stressed the opportunities that were available in Bulgaria and that by exhibiting at the Plovdiv fair British companies could show that they were serious about the Bulgarian market. Not only was it worth exhibiting, Mr Friedman said, but it was worthwhile visiting because all the end users were there and useful contacts could be made.

Mr Friedman stressed that trade had to be two-way as Bulgaria had to earn the sterling necessary to buy British goods and Plovdiv provided a shop window for Bulgarian goods.

Firms wishing to take part in the fair should contact the organisers direct: Director of the International Plovdiv Fair, 37 G. Dimitrov Boulevard, Plovdiv, Bulgaria, telex 044432 partet BG.

Government Publications in Wales

from

Her Majesty's Stationery Office, 41 The Hayes, Cardiff, CF1 1JW

Overseas trade export services

Pass the parcel through Jetlink

British Airways' supersonic Concorde and British Rail's 125 mph high-speed train, are teaming up to form Jetlink, a new high-speed, transatlantic parcels service between the UK and America.

This service means, for example, that a company in Darlington can send an urgent consignment in the morning and have it available for collection in New York before 17.30 the same evening.

In the fast-growing express parcels business, no other service will be able to match this performance, says BA – and Jetlink also offers van collection from the shipper's door within an hour of a telephone call.

The service has been made possible by a tie-up between British Airways, British Rail's Red Star parcels service and its associated City Link van collection service.

British Airways will accept small parcels on all transatlantic Concorde flights. They depart daily at 11.15 to New York, with extra flights on Tuesdays, Thursdays and Saturdays leaving at 17.45 and three times a week to Washington at 13.00.

Jetlink gains particular benefits from the high-speed train that is proving so effective on Inter-City routes. But the entire network of rail services will be used to speed urgent consignments from all over Britain to London for the new freight service.

City Link, with 20 nationwide main agents and 150 sub-agents, will offer the quick-response pick-up and delivery that is vital to the success of the whole operation.

The basic charge for Jetlink is £49.75 for up to 6 kg, including collection and all UK customs clearance and handling charges. Each additional kilogram costs £5.50.

City Link offices throughout Britain will accept bookings.

For packages delivered direct to Heathrow the charge is reduced by £10. Customs clearance and delivery anywhere in the United States are also available at extra cost.

Maximum weight per consignment is 30 kg and there is a maximum package size of 33 in by 23 in by 15 in.

Consignments must not contain live animals, restricted articles or perishable items, or have a value exceeding US $250 – about £131.50.

Bank documents, contracts and tenders, urgent medical supplies, data-processing tape, newsfilm and vital spares are among the freight anticipated.

Further information: circle 683

Emery cuts freight rates to Canada

As a result of a recent agreement with British Airways and Air Canada, Emery Air Freight has introduced an economy freight service to Canada which the company says is less than half the cost of normal airline rates in some cases.

It is available on direct flights from the UK to Montreal and Toronto, and by connecting flights to Calgary, Edmonton, Vancouver and Winnipeg.

Emery already has a network of offices in all key Canadian cities and through these is able to offer 'one carrier responsibility' and provide fastest delivery times for shipments to and from that country.

Further information: circle 684

New ro-ro service to Iran

A new, monthly ro-ro service from the UK and Continent to Iran is being started by Foss Shipping Ltd. The new service will operate to Bandar Shahpour, as an extension of the present Gulf services offered by the company.

The inaugural voyage by *Tor Belgia* will be in early July loading at Rotterdam, Felixstowe and Antwerp. The vessel can carry up to 1640 linear metres of rolling cargo or 458 trailer equivalent units including 'project' shipments of up to 450 tons.

The Foss vessels on the new service can carry TIR trailers, containers, loose, palletised and crated shipments on ship's shuttle wagon, wheeled and tracked mobile cargo and heavy/awkward 'project' cargo.

Further information: circle 685

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Industrial news pictures

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story.

Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Cardiff chosen for new Nigerian service

Cardiff has been chosen as the sole UK port of call for a new west-African container service between Britain and Nigeria, planned to start in July. The Nigerian port of entry will be Warri.

Operated by Sea Dantainer Lines Ltd, it is the first fully containerised service handled by the British Transport Docks Board's south Wales port and will build up to a regular basis of one ship calling at the port every three weeks.

The ships have a capacity of 300 containers and it is expected they will load 150 trailer equivalent units on each visit to Cardiff, the balance being picked up on the Continent.

Initially the service will be outward loading only. Containers will be moved to and from a specially provided five-acre security compound with hard standing and floodlights, by heavy-duty fork-lift trucks and sideloaders. Return voyages will carry empty containers.

Cardiff already handles boxes on conventional vessels as part of break-bulk cargoes, and has the experience and the equipment for moving containers.

Further information: circle 686

Export services: now every week

Export services will now appear every week in the pages of *Trade and Industry*.

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in this feature should be addressed to the Overseas Editor, 'Trade and Industry', Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Dudley Masters on 01-242-9478.

Overseas trade country data

Argentina

Payment terms for capital goods. Central Bank circular RC 732, 7 April, notified importers and other interested sectors of the general system which would be applicable to the public and private sectors from that date for the payment of imports of capital goods.

The main points of the circular are as follows:

Value of goods in excess of US dollars	Up to US dollars	Cancellation
—	250 000	In accordance with general rules for payment of imports
250 000	500 000	1 year
500 000	1 000 000	2 years
1 000 000	2 000 000	3 years
2 000 000	4 000 000	4 years
4 000 000	5 000 000	5 years
5 000 000	—	Proposal to be submitted to the Central Bank

The above figures refer to fob values and will be applicable to the equivalent amounts in other currencies.

Inquiries: OTAR 01-248-5757 ext. 474/476.

Australia

Music recording industry. A notice in *Trade and Industry*, 22 July 1977 reported that the Industries Assistance Commission (IAC) had arranged a public hearing on 20 September 1977 in Sydney to consider submissions on its draft report on the question whether assistance should be accorded the Australian music recording industry.

The report has since been made to the government who have accepted the IAC's recommendation that there be no change in existing tariff rates applying to gramophone records and recorded music tape.

Furthermore the government considered that no direct additional assistance to the manufacturing activities of the music recording industry is warranted.

Inquiries: CRE 01-215 5319.

Ref: CRE 2149/75

Artificial resins, plastics etc. A notice in *Trade and Industry*, 1 June, reported that the Australian government had made a reference to the Temporary Assistance Authority on the question of protection for the local industry against the importation of carbon coated film falling within tariff item 39.01 or 39.02.

It has now been announced that the reference has been broadened to incorporate regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters etc; vulcanised fibre falling under tariff item 39.03; and goods made of materials of kind referred to in the heading of this notice and falling under tariff item 39.07. As previously reported, the public hearing will be held in Sydney on 14 June.

Inquiries: CRE 01-215 5319

Ref: CRE 174/77

Adjustment of quotas for footwear. The Australian government has now announced the following ceiling level adjustments for the period commencing 1 July 1978:

	Unit	Factor
Thongs having a value for duty less than dollars 0.33 per pair	Pairs	30.77%
Thongs having a value for duty less than dollars 2 but not less than dollars 0.35 per pair	Pairs	42.65%
Other footwear of:		
Leather	Pairs	20.81%
Canvas	Pairs	21.72%
Other non-leathers	Pairs	23.41%
Parts of footwear:		
For thongs	V.F.D.	91.96%
For other footwear	V.F.D.	74.10%

The revised figures for calculating the approximate quotas are as follows:

for leather footwear : 1.654
For canvas footwear : 1.217
For other non-leather footwear : 1.219
For parts of footwear, other than thongs : 0.999

Importers may exchange up to 5 per cent of their allocation in respect of leather footwear for an equivalent quantity of non-leather footwear.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Bahrain

Industrial property. Further to the notice published in *Trade and Industry*, 2 June, an unofficial translation of decree 22/77 is now available for public inspection in the Chancery House Annexe of the Science Reference Library, Lower Ground Floor, Chancery House, Chancery Lane, London WC2A 1AY.

There are two major provisions of this decree. Article 9 sets out the criteria for eligibility of applicants (including every individual who is a national of a country which has dealings with the state of Bahrain on a reciprocal basis) and article 11 sets out the periods of protection which are as follows: Trade marks, 5 years, renewable for further successive periods of 5 years; designs, 5 years, renewable for two periods of five years; patents, 15 years which may be extended to 5 more years if the patent is of special significance and has not brought in a return proportional to the expenditure.

The dates start from the date of submitting the application.

Cameroon

Import regulations. The Ministry of Economy and Plan has issued a regulation limiting the axle loading on lorries and trailers to 10 tons.

This ruling applies to new imports, and vehicles currently operating over this weight in Cameroon will be allowed to continue to do so to amortise their cost.

Inquiries: OTAR 01-248 5757 ext. 472.

Canada

Anti-dumping of polypropylene resins. The Deputy Minister of National Revenue for Customs and Excise, in accordance with subsection 13(1) of the Anti-Dumping Act, has started an investigation into the alleged injurious dumping into Canada of the above products originating in Belgium, the Netherlands, United Kingdom and United States.

The deputy minister formed the opinion that there is evidence of injurious dumping of the mentioned goods on the basis of information supplied to him by Hercules Canada Ltd, Montreal, Quebec.

Under the Customs Act, a review of the value for duty will be undertaken concurrently with the investigation into the existence or otherwise of dumping.

Inquiries: CRE 01-215 5397.

Ecuador

Amendments. Resolutions 995/78 and 997/78 which came into force on 10 March 1978 and 5 April respectively:

1 Prohibit the import of items 87.02.04.03 and 87.02.04.04 previously included in list II.

2 Transfer item 87.04.89.01 from list I to list II and 87.04.89.99 from list II to list I (with the prior authorisation of the Ministerio de Obras Publicas y Communicaciones).

3 Includes items 87.02.05.02 and 87.04.89.02 in list I(B) with useful load capacity of 2 to 3 tons and in list II with useful load capacity of 1 to 2 tons.

4 Limits items 87.02.04.05 in list II to useful load capacity of 2 to 3 tons.

Inquiries: OTAR 01-248 5757 ext. 474/476.

France

Milk-based dietetic foodstuffs. An order of the Ministry of Agriculture, 30 March, defining milk-based dietetic foodstuffs, listing the additives that may be used in such and laying down labelling and biological purity requirements for them, was published in the *Official Journal*, 24 May 1978.

Copies of the French text can be obtained from OTAR 01-248 5757 ext. 423.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

India

Draft five-year plan, 1978-83. A copy of India's 1978-83 draft five-year plan has been received in Export Services Division. It is available for inspection at the Statistics and Market Intelligence Library, Room D16, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 368/369.

After a period of two weeks copies will be available for loan: applications will be dealt with in strict order of receipt.

Israel

Import duty amendment on rice. The Israeli authorities have amended the import duty on rice. The new rates are as follows:

CCCN/Description	Rate of import duty for UK goods
10.06	
Rice	
.1000/5 Rough (including paddy, loonzain or cargo rice)	exempt
.9900/8 Other	5%

Inquiries: OTAR 01-248 5757 ext. 458/461.

Japan

Liquor tax amendments. A new system of liquor tax affecting all alcoholic beverages including whisky, sherry and wine has been introduced by the Japanese government, effective from 1 May 1978.

A revised note containing the amendments is available on request from OTAR 01-248 5757 ext. 420/475.

Mexico

Amendments to official prices. Acuerdos of the Secretaria de Comercio published in the *Diario Oficial* of 11 and 18 May, amended the official prices of some goods in the following tariff headings:

29.14; 39.07; 48.07; 70.01; 70.06; 70.13; 70.14; 70.17; 73.12; 82.01; 84.20; 85.12; 85.21; 87.06; 90.07; 90.08; 90.09; 90.10; 90.16; 91.05; 92.06; 97.06

Inquiries: OTAR 01-248 5757 ext. 476/474. T16106

Tariff amendments. A decree published in the *Diario Oficial*, 9 May, made amendments to duties and/or to wording of sub-headings in the Mexican import tariff. The main headings affected are as follows:

05.10; 15.07; 15.10; 16.04; 25.25; 27.08; 28.12; 28.15; 28.25; 28.38; 28.45; 29.02; 29.36; 32.05; 37.01; 37.02; 38.03; 38.19; 39.02; 40.02; 40.11; 48.01; 68.02; 68.03; 68.15; 70.18; 71.01; 71.02; 71.03; 71.15; 73.15; 74.15; 74.16; 74.19; 76.06; 84.06; 84.38; 84.40; 84.42; 84.59; 85.15; 85.21; 90.01; 90.03; 90.09; 90.17; 90.23; 92.11; 92.12; 92.13; 96.03

Inquiries: OTAR 01-248 5757 ext. 476/474.

Nigeria

Import regulations. The notice published in *Trade and Industry*, 9 June, should have read: 'has reduced the import duty on rice from 40 per cent to 20 per cent'.

Papua New Guinea

Fourth national investment priority schedule. The National Investment and Development Authority (Nida) of Papua New Guinea has released the fourth national investment priority schedule. One of the chief features of the schedule is that it will now be possible for foreigners to engage in previously restricted ventures without having substantial and in some cases any local equity. The schedule classified activities into three groups:

1 Priority activities which covers those areas in which the government considers foreign investment is an essential part of Papua New Guinea's development.
2 Open activities that is activities in which foreign investment will be considered by the government on individual merit.
3 Reserve activities covering business activities in which foreign investment will not as a general rule be allowed.

The schedule will be available for inspection in the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

Inquiries: CRE 01-215 5321.

Peru

Import surcharge. Decree 22173, 9 May, introduces until 31 December 1978 a temporary surcharge of 10 per cent cif on all imports except the following:

certain foodstuffs, fertilisers, insecticides, fungicides, herbicides, crude petroleum and derivatives, medicines, basic raw materials for the manufacture of medicines and medico-surgical goods and products imported by central and local government.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Portugal

Fertilisers and soil improvers. Portuguese *Diario da Republica* 115, 19 May, contained decree-law 97/78 which governs the manufacture, formulation, preparation, mixing, import and sale of agricultural fertilisers and soil improvers.

Article 1 states that fertilisers must conform to Portuguese Standard NP 1048.
Article 4 states that the sale and importation of fertilisers may only be undertaken by industrialists and merchants holding a licence issued by the Ministry of Industry and Technology. Article 7 states that licences for import purposes will cost 5,000 Escudos each. Article 19 states that imported fertilisers may be sold in the original packs provided that they otherwise comply with all the provisions of this decree-law. Article 22 states that soil improvers must conform to Portuguese Standards NP 982 and 983.
The remaining regulations contained in the decree-law relate to internal matters.

Copies of the Portuguese standards may be obtained from the British Standards Institute Library, 2 Park Street, London W1, tel. 01-629 9000, telex 266933.

Copies of the complete decree-law are available, in Portuguese, from OTAR 01-248 5757 ext. 460.

Saudi Arabia

Clearance of goods. It should be noted that documents for customs clearance should be submitted within 24 hours of arrival of the goods which must be cleared within 15 days.

If the above procedures are not complied with, the goods are moved and a notice is served that they will be auctioned after 10 days.

Inquiries: OTAR 01-248 5757 ext. 475/420.

South Africa

Tariff application. Customs tariff application list no. 15/78, published in the South African *Government Gazette*, 2 June, contains an application to the Board of Trade and Industries for increase in duty on:

Plain shaft bearings and bushes (including half shaft bearings), with a mass not exceeding 1 kg each, whether or not in sets, machined or unmachined, classifiable under tariff subheading 84.63.50, including those imported with unassembled motor vehicles (not incorporated in engines), classifiable under tariff subheadings 87.01.60, 87.02.15, 87.02.22, 87.02.24, 87.02.60 and 87.02.70 and with unassembled chassis (not incorporated in engines), classifiable under tariff subheadings 87.04.20 and 87.04.25.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Spain

Use of undated EUR 1. Spanish customs authorities have said that British exporters are continuing to use undated EUR 1 forms. These forms are valid for only two months and cannot be used if undated.

Although the Spanish authorities have accepted the incorrect forms so far on a provisional basis, there is no guarantee that this will continue in the future and exporters are requested to ensure that EUR 1 forms are correctly dated.

Inquiries: CRE 01-215 5341.

Sweden

Amendments to patents act. Unofficial translations of the following items of complementary legislation are available for public inspection at the Chancery House Annexe of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2A 1AY:

Ordinance amending the patent regulations (1967: 838)
Act concerning the competence of Swedish courts in certain cases in the field of patent law etc.
Act amending the act (1971: 1078) concerning military inventions.

Thailand

Repeal of import fee on fertilisers. As from 26 April 1978 the Thai Board of Investment has repealed notice 5/2521, which came into effect on 19 February 1978, where a special fee was placed on the import of chemical fertilisers coming under CCCN 31.05.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Tunisia

Suspension of customs duties. The Tunisian *Journal*, 16 May, has announced suspension of customs duties and production tax as follows:

08.01 A
Bananas: customs duties suspended on shipments up to 2990 tonnes
08.06 A
Apples: customs duties suspended on shipments up to 680 tonnes
04.05 B
Fresh eggs: customs duties and production tax suspended
25.11
Natural barium: sulphate production tax suspended

The Tunisian *Journal*, 19 May, has announced the suspension of customs duties and production tax on the following items:

37.01
Photographic plates and film in the flat, sensitised, unexposed, of any material other than paper, paperboard or cloth EXB for printing of books, newspapers and magazines.
37.02
Films in rolls, sensitised, unexposed, perforated or not, for printing of books, newspapers and magazines.
37.03
Sensitised paper, paperboard and cloth, unexposed or exposed but not developed for printing of books, newspapers and magazines.
37.06
Chemical products for photographic use including flash light materials for printing or books, newspapers and magazines.

Inquiries: OTAR 01-248 5757 ext. 462.

United States

Fuel economy labelling procedures. The Environment Protection Agency announced the final rulemaking in the *Federal Register*, 17 May, for fuel economy labelling procedures which changes the requirement for the format and contents of fuel economy labels which are required to be attached to new cars and light trucks, beginning with the 1979 model year.

Only the value previously labelled the 'city' estimate needs to be provided, which more accurately reflects in-use mileage than either the highway or combined estimates and therefore the potential for consumer misunderstanding of the data is reduced.

The effective date is 17 July 1978 and further information can be obtained from Paula Machlin, US Environmental Protection Agency, Office of Mobile Source Air Pollution Control (AW-455), 401 M Street SW, Washington DC 20460.

Inquiries: CRE 01-215 5397.

Infants' rattles. The *Federal Register*, 23 May, published a mandatory rule by the Consumer Product Safety Commission banning rattles which do not have ends of a sufficient size to prevent choking. The regulation is effective from 21 August 1978.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Children's advertising. The Federal Trade Commission announced a proposed trade regulation, rulemaking and public hearing in the *Federal Register*, 27 April.

The rulemaking will consider restrictions regarding television advertising directed towards children.

General written comments, exhibits and requests to appear at a legislative hearing accompanied by verbatum statement must be received by 24 October 1978.

Inquiries: CRE 01-215 5397.

Motor vehicle lighting. The National Highway Traffic Safety Administration announced in the *Federal Register*, 4 May, a proposed rulemaking for amendments of Motor Vehicles Safety Standard No. 108 that would increase the maximum permissible candle power for single compartment tail lamps while extending requirements for contrast between stop (signalling) and tail (marking) functions at test points below the horizontal in dual compartment lamps.

The candle power limitation was established some years ago as an engineering design standard but this action is taken in response to a petition for rulemaking from industry. The effect of the rule will be to relieve a burden on manufacturers who must monitor production to comply with the existing regulation.

Comments must be received by 19 June addressed to Crash Avoidance Division, Office of Vehicle Safety Standards, National Highway Traffic Administration, 400 Seventh St SW, Washington DC, 20590.

Inquiries: CRE 01-215 5397.

Seat belt anchorages. The *Federal Register*, 25 May, contained a notice proposing the amendment of Safety Standard 210 to eliminate the anchorage location requirements for passive seat belt assemblies that meet the frontal crash protection requirements of Safety Standard 208. Separate anchorage location requirements will be incorporated following further agency research.

Comments should be addressed to National Highway Traffic Safety Administration, Docket Section, Room 5108, Nassif Building, 400 Seventh St, SW, Washington DC 20590, quoting docket no 72-73, notice 04 not later than 26 June.

Inquiries; CRE 01-215 5397.

Child restraint systems. The *Federal Register*, 18 May, published a rule proposed by the National Highway Traffic Safety Administration to amend the existing child restraint standards designed for use in motor vehicles. Written comments should be sent by 1 December 1978 to NHTSA, Docket Sections, Room 5108, Nassis Building, 400 7th Street SW, Washington DC 205900.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Fuel labelling. The *Federal Register*, 17 May, published details by the Environmental Protection Agency for the format and contents of fuel economy labels required with the 1979 model year motor vehicles.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Nitrates/nitrites in bacon. The *Federal Register*, 16 May, published a final rule by the Department of Agriculture prohibiting the use of sodium and potassium and nitrate in bacon.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

CRE tel. Direct dialling

OTAR telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

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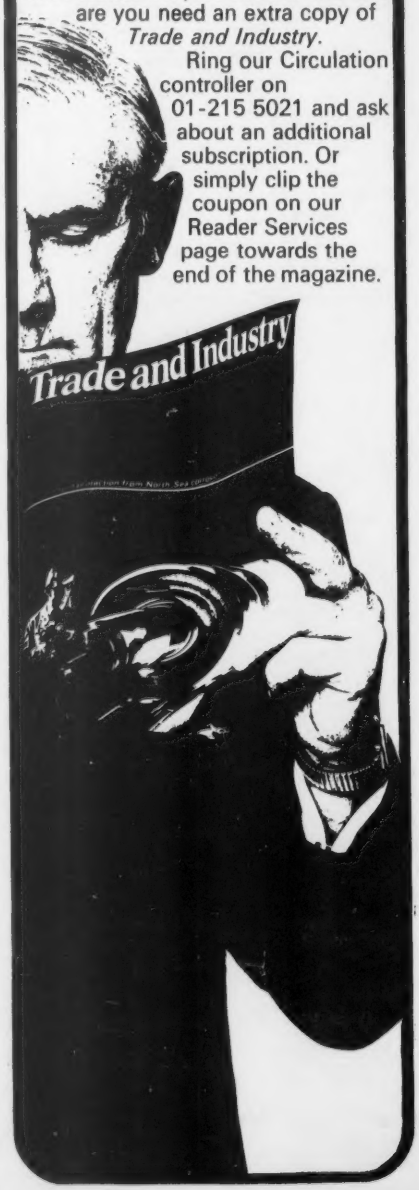

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,401	10,762	1,938	1,946	£ million		
1971	101.8	32 675	9 682	1 988	1 922	92	−148	52	18	1 074	279	795
1972	104.2	34 542	9 797	1 721	2 035	34	−145	48	15	126	−701	827
1973	110.4	36 062	10 253	1 730	2 377	1 321	597	102	379	−883	−2 354	1 471
1974	109.5	35 631	10 287	1 964	2 300	596	634	81	−109	−3 515	−5 195	1 680
1975	107.2	35 269	9 640	1 695	1 921	−842	−429	−111	−65	−1 617	−3 205	1 588
1976	109.7	35 406	9 444	1 633	1 900	97	5	23	9	−859	−3 510	2 651
1977	110.6	35 133	9 072	1 764	2 081	−423	234	108	17	165	−1 612	1 777
1976 2nd qtr.	109.2	8 793	2 346	400	468	−12	−66	−20	−45	−281	−909	628
3rd qtr.	109.5	8 879	2 377	414	488	5	−2	14	16	−304	−1 097	793
4th qtr.	111.1	8 928	2 343	422	496	105	73	3	5	−279	−961	682
1977 1st qtr.	110.0	8 758	2 260	419	502	233	125	51	102	−493	−947	454
2nd qtr.	110.7	8 644	2 293	433	508	228	164	39	−5	−365	−764	399
3rd qtr.	110.9	8 831	2 265	456	530	−31	−31	5	−44	537	54	483
4th qtr.	110.8	8 900	2 254	457	541	−7	−25	13	−36	486	45	441
1978 1st qtr.		9 070 pe		443 p	544 p		67 p	46 p	61 p	−305	−574	269
% change last 2 qtrs. on prev. 2 qtrs.	+0.5	+2.8	−0.7	+1.2	+4.5							
on a year earlier	+0.5	+1.6	−4.3	+7.0	+8.7							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)				Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults		Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count		On a balance of payment basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)					at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands		1975 19,462	1975 22,667
1971	100.1	99.4	100.0	108.5	80.0	9.4	104.6	109.0	118.7	775.8	3.4	130.9		84.6	83.3
1972	102.3	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.0	854.9	3.7	147.3		84.5	92.4
1973	110.0	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.1	611.0	2.6	307.0		96.8	105.6
1974	106.3	108.9	109.0	102.8	108.5	16.0	215.3	152.0	179.1	599.7¹	2.6¹	302.7¹		103.9	107.9
1975	100.6	102.2	106.7	97.2	134.8	24.2	235.4	188.7	226.6	929.0	3.9	150.0¹		100.0	100.0
1976	101.4	103.2	106.5	104.7	157.1	16.5	299.0	219.6	261.9	1 269.8¹	5.4¹	120.4¹		109.9	105.5
1977	102.4	103.7	103.6	107.1	182.0	15.8	340.1	261.7	288.5	1 378.1	5.8	155.6¹		118.9	107.0
1977 1st qtr.	103.2	105.3	103.3	104	174.1	16.5	341.5	248.0	280.0	1 329.5	5.6	..		115.7	109.1
2nd qtr.	101.9	103.0	102.5	103	181.9	17.4	347.7	259.2	285.3	1 340.6	5.6	157.7		118.0	109.8
3rd qtr.	102.7	103.7	104.3	112	184.7	16.5	340.5	267.7	288.3	1 414.6	5.9	151.9		124.1	106.4
4th qtr.	101.9	102.8	104.4	110	187.4	13.1	330.6	272.1	300.4	1 427.8	6.0	160.1		117.9	102.6
1978 1st qtr.	103.6 p	103.9 p	106.3	129	190.6	9.5	326.7	279.0	310.6 p	1 409.4	5.9	187.7		120.5 p	113.6 p
1977 June	100.3	100.6	102.1	95	183.6	17.7	345.2	262.4	286.5	1 364.3	5.7	158.1		121.9	114.5
July	102.8	104.2	104.8	113	183.8	17.6	344.5	265.8	286.3	1 398.5	5.9	155.2		123.1	110.4
Aug.	102.6	103.3	104.7	116	184.7	16.5	338.8	268.1	287.7	1 410.3	5.9	153.4		123.4	101.3
Sept.	102.6	103.5	103.5	107	185.7	15.6	338.1	269.2	291.0	1 434.9	6.0	147.2		125.9	107.5
Oct.	101.7	102.5	102.7	116	186.5	14.1	333.8	271.0	295.8	1 431.5	6.0	156.0		119.4	101.3
Nov.	101.6	102.1	103.1	108	187.4	13.0	329.9	272.0	300.5	1 429.6	6.0	159.4		115.3	98.4
Dec.	102.5	103.6	106.9	104	188.4	12.1	328.0	273.3	304.8	1 422.3	6.0	165.0		118.9	108.1
1978 Jan.	103.2	103.4	104.9	125	189.5	9.9	324.9	277.1	306.3	1 419.2	5.9	180.3		112.3	114.3
Feb.	103.9	103.9	106.8	120	190.6	9.5	324.2	279.2	311.2	1 409.0	5.9	187.0		127.9	110.1
Mar.	103.7 p	104.5 p	107.0	142	191.8	9.1	331.0	280.6	314.2 p	1 400.0	5.9	195.8		121.4	116.4
Apr.			106.7	132	194.6	7.9	337.5 p	282.8 p		1 387.1	5.8	203.7		126.3 p	102.6 p
May			109 p				341.8 p	284.4 p		1 366.4	5.7	209.9			
% change latest 3 months on prev. 3 months	+1.7	+1.1	+1.2	+16.9	+2.1		+3.4	+2.2	+3.4	−2.3		+14.5		+8½	+2½
on a year earlier	+0.4	−1.3	+5.1	+22.0	+8.8		−3.3	+10.7	+10.9	+4.2		+30.0		+8	+4½

p Provisional pe Preliminary e Estimate .. Not available ¹ Average of available months

Inquiries: 01-215 3453

Retailers' stocks in April

Based on the non-seasonally adjusted data of table 1, the level of stocks at book values in April was £75 million higher than the previous month and 10 per cent higher than the same month a year earlier; at constant prices it was 1 per cent higher than a year earlier.

The estimate of the value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (table 2) suggests an increase of £30 million in April. The seasonally adjusted volume of retail sales in April was little changed; this is reflected in the ratio of stocks to sales (table 3), which increased, as in the previous month, and is now at a higher level than for the past four months.

Notes

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,872 million.
2 The book values are valued exclusive of VAT.
3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.
4 The statistics given in table 2 were introduced in an article in the issue of 28 March 1975.
5 The statistics presented in table 3 were introduced in the article in *Trade and Industry*, 17 March 1978.
6 Long-run series back to 1967 for both table 1 and table 2 were included in the article in *Trade and Industry*, 23 September 1977.

Notes to table 3

1 The index numbers of the level of stocks relate to the end of each time period; the index of sales refers to retail sales during the period.
2 The 1971 = 100 index of retail sales has been rebased on the fourth quarter of 1969 for the purpose of this table.
3 The index numbers of the stocks sales ratio are calculated from unrounded estimates of the data in the previous two columns.

Table 1 Level of retailers' stocks

£ million — At cost at end of month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
At book values												
1975	2 766	2 814	2 947	2 856	2 948	2 985	2 962	2 963	3 139	3 452	3 700	3 333
1976	3 151	3 195	3 388	3 389	3 382	3 379	3 311	3 319	3 547	3 941	4 229	3 799
1977	3 656	3 726	4 095	4 163	4 165	4 220	4 029	4 037	4 286	4 695	5 170	4 417
1978	4 197	4 220	4 522	4 597								
Change in book values												
1975	−120	48	133	−91	92	37	−23	1	176	313	248	−367
1976	−182	44	193	1	−7	−3	−68	8	228	394	288	−430
1977	−143	70	369	68	2	55	−191	8	249	409	475	−753
1978	−220	23	302	75								
Percentage change on a year earlier												
1975	15	17	17	10	10	10	10	11	13	14	16	15
1976	14	14	15	19	15	13	12	12	13	14	14	14
1977	16	17	21	23	23	25	22	22	21	19	22	16
1978	15	13	10	10								
At constant (1970) prices – percentage change on a year earlier												
1975	−8	−7	−7	−12	−12	−11	−11	−11	−8	−6	−4	−3
1976	−2	−2	—	5	2	1	1	1	1	2	1	—
1977	1	1	4	5	5	6	3	3	3	2	5	1
1978	2	1	—	1								

Table 2 Retailers' stocks at 1970 prices

Seasonally adjusted — £ million

	Stocks level	Value of physical increase
1971		
1st qtr	1 668	−14
2nd	1 667	9
3rd	1 688	11
4th	1 700	12
1972		
1st qtr	1 708	8
2nd	1 749	41
3rd	1 734	−15
4th	1 715	−19
1973		
1st qtr	1 807	92
2nd	2 016	209
3rd	2 056	40
4th	2 094	38
1974		
1st qtr	2 074	−20
2nd	2 099	25
3rd	2 062	−37
4th	1 985	−77
1975		
1st qtr	1 941	−44
2nd	1 880	−61
3rd	1 896	16
4th	1 920	24
1976		
1st qtr	1 953	33
2nd	1 908	−45
3rd	1 924	16
4th	1 929	5
1977		
1st qtr	2 031	102
2nd	2 026	−5
3rd	1 982	−44
4th	1 946	−36
1978		
1st qtr	2 007	61
1978		
January	1 968	22
February	1 945	−23
March	2 007	62
April	2 037	30

Table 3 Relationship of retailers' stocks to retail sales

Index numbers – fourth quarter 1969 = 100 — Seasonally adjusted

	Stock levels at 1970 prices	Retail sales at 1971 prices	Ratio of stocks to sales
1966	91	94	96.0
1967	94	96	96.9
1968	98	100	98.3
1969	100	100	100.0
1970	99	102	96.7
1971	100	104	96.2
1972	101	110	92.2
1973	123	115	107.4
1974	117	113	103.0
1975	113	111	101.8
1976	114	111	102.5
1977	115	108	106.3
1975			
1st qtr	114	114	100.3
2nd	111	113	98.0
3rd	112	109	102.9
4th	113	108	104.3
1976			
1st qtr	115	110	104.4
2nd	112	111	101.0
3rd	113	112	101.5
4th	114	110	103.1
1977			
1st qtr	120	108	111.3
2nd	119	107	111.8
3rd	117	109	107.5
4th	115	109	105.5
1978			
1st qtr	118	111	106.8
1977			
July	114	109	105.0
August	116	109	106.1
September	117	108	108.4
October	118	107	110.2
November	122	107	113.8
December	115	111	103.0
1978			
January	116	109	106.2
February	115	111	103.0
March	118	111	106.1
April	120	111	108.0
May		113 p	

p Provisional

See notes in next column.

Inquiries: 01-215 3705.

Retail sales: provisional estimate for May

Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in May is 109 (1971 = 100). The estimate suggests that, following the higher level of recent months, trade in May increased further with rises in the sales of both food and non-food shops. In the three months March to May the volume of total sales was 1 per cent higher than in the previous three months.

Value

Based on non-seasonally adjusted data, the provisional estimate of the value of total retail sales in May was 15 per cent higher than in May 1977. In the first five months of 1978, the average value of sales was 14 per cent higher than in the corresponding period of 1977.

Notes

The volume index is given to the nearest half per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

Estimates are based on early returns to the monthly inquiry. These returns cover approaching one half, by turnover, of information available at the final stage. Past evidence suggests that the average error (ignoring sign) in the provisional estimates will be about ½ per cent. However, as with all estimates based on partial data, caution must be exercised in interpreting a single month's figures.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since

Retail sales: volume and value

	Volume seasonally adjusted index (1971 = 100)		Value not seasonally adjusted – percentage change compared with a year earlier
1977		**1977**	
1st qtr	103.3	1st qtr	+14
2nd	102.5	2nd	+13
3rd	104.3	3rd	+15
4th	104.4	4th	+13
1978		**1978**	
1st	106.3	1st qtr	+13
1977		**1977**	
Feb	104.0	Feb	+15
Mar	101.7	Mar	+14
Apr	102.3	Apr	+12
May	103.2	May	+14
1978		**1978**	
Feb	106.8	Feb	+13
Mar	107.0	Mar	+15
Apr	106.7	Apr	+16
May	109 p	May	+15 p

p Provisional

the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays and adjustments to make allowances for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The final figures for May will be published in a press notice on Monday, 3 July 1978.

Inquiries: 01-215 3705.

Wholesale prices in May

Output prices

The provisional price index for the home sales of manufactured products increased by ½ per cent in May to 284.4 (1970 = 100).

The index for manufactured products other than food, drink and tobacco was also ½ per cent higher as a result of increases spread across most sectors. This index increased by 2 per cent in the latest three months.

Higher prices for animal and poultry foods and for bacon curing, meat and fish products accounted for most of the ¾ per cent rise in May in the index for the output of the food manufacturing industries. This index increased by 2½ per cent in the latest three months.

The change in the index for all manufactured products measured over a 12-month period fell again from 10¾ per cent in April to 9½ per cent in May. The index last showed an annual increase of less than 10 per cent in November 1973. The increase over the latest six months was 4½ per cent.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry rose by 1¼ per cent in May to 341.8. Over the last 12 months the index has fallen by 1¾ per cent.

The rise of 1½ per cent in the index for materials purchased by manufacturing industry other than food, drink and tobacco was mainly due to the further depreciation of sterling against the dollar in May. Crude oil accounted for nearly half of the increase. This index rose by 6½ per cent in the latest three months.

Higher prices for home-produced cereals and coffee were mainly responsible for the ¾ per cent increase in the index for materials purchased by the food manufacturing industries. This index rose by 3 per cent in the latest three months.

1970 = 100

	Mar r	Apr p	May p
Output prices (home sales)			
All manufactured products	280.6	282.8	284.4
Products of manufacturing industry other than food, drink and tobacco industries	288.6	290.9	292.6
Products of the food manufacturing industries	301.5	304.9	307.5
Prices of materials and fuel purchased			
By manufacturing industry	331.0	337.5	341.8
materials	336.1	342.2	347.0
coal, gas and electricity	282.2	293.2	293.0
By manufacturing industry other than food, drink and tobacco industries	341.5	349.3	354.3
materials	350.0	357.3	363.0
By food manufacturing industries	312.2	315.5	318.0
materials	312.0	315.2	317.8

p Provisional.

Inquiries: 01-215 3775.

Price Commission index in May

Over the six months to May the rise in the Price Commission index was 6.8 per cent expressed as an annual rate. The corresponding figure for April was 7.2 per cent.

Percentage changes over six-month periods in Price Commission index, retail price index and wholesale price index: annualised rates

Six months to	Price Commission index	Retail price index [1]	Wholesale price index [2]
1975			
January	22.9	20.0	27.0
February	26.9	23.3	27.0
March	27.9	25.3	27.7
April	27.4	29.5	26.6
May	21.5	36.0	29.2
June	20.3	34.8	27.2
July	19.0	32.1	22.8
August	15.5	31.4	21.0
September	14.8	27.5	18.3
October	16.1	21.8	16.5
November	19.3	14.9	12.8
December	19.4	14.1	13.7
1976			
January	15.5	13.6	14.1
February	16.3	13.2	14.8
March	16.6	12.6	14.6
April	15.0	13.6	15.3
May	12.0	13.3	16.6
June	13.1	12.6	16.0
July	12.6	12.9	15.2
August	12.4	13.2	16.1
September	13.5	14.5	17.7
October	16.9	14.4	18.3
November	19.3	14.2	19.3
December	18.2	15.2	19.5
1977			
January	18.2	18.0	24.1
February	19.0	18.4	23.4
March	20.8	18.7	22.8
April	17.4	19.7	23.3
May	16.1	20.0	22.6
June	15.0	19.6	22.4
July	14.3	15.6	17.8
August	11.5	14.9	16.7
September	7.8	14.1	15.2
October	7.3	9.9	12.6
November	5.8	8.7	9.6
December	6.0	7.4	8.5
1978			
January	5.9	7.2	8.7
February	7.2	7.2	8.5
March	7.5	6.8	8.6
April	7.3	8.4	8.7
May	6.8	..	..

[1] Excluding seasonal foods. [2] Manufactured products.
r Revised.

The index is based on price increases proposed to the commission by larger concerns. They cannot make the increase until 28 days after notification and in practice the time may be greater than this.

The table compares movements in the commission index with other official price indices over six months in terms of annual rates.

Inquiries: 01-222 8020 ext. 753.

Vehicle production: provisional estimates for May

Provisional estimates of vehicle production in the United Kingdom in the four weeks ending 27 May 1978 are shown below. More detailed production figures are due to be published on 22 June.

Thousands

		Passenger cars		Commercial vehicles	
	No of weeks	Recorded	Seasonally adjusted (monthly average)	Recorded	Seasonally adjusted (monthly average)
1975	*52*	*1 268*	*106*	*380.7*	*31.7*
1976	53	1 333	111	372 1	31.0
1977	52	1 316	110	398.3	33.2
1977					
Jan	4	120	121	34.3	36.7
Feb	*4*	*96*	*99*	*33.2*	*33.3*
Mar	5	115	97	42.0	34.2
Apr	4	113	122	29.5	32.2
May	*4*	*140*	*122*	*38.9*	*35.9*
Jun	5	117	108	32.8	29.2
Jul	4	75	105	27.0	33.4
Aug	*4*	*79*	*102*	*23.5*	*34.3*
Sep	5	116	120	35.3	33.9
Oct	4	103	103	34.1	33.3
Nov	*4*	*113*	*104*	*31.0*	*29.9*
Dec	5	128	116	36.5	32.1
1978					
Jan	4	111	112	31.1	33.5
Feb	4	108	112	30.7	31.1
Mar	*5*	*139*	*126*	*41.9*	*36.4*
Apr	4	119	121	35.0	36.3
May	4	120	105	38.2	35.7
Dec 1977-Feb 1978			113		32.2
Mar-May 1978			117		36.1
Percentage change			*+4*		*+12*

Inquiries: *01-212 0788.*

New companies registered in Northern Ireland: March and April

The number of new companies registered in Northern Ireland during March and April 1978 is as follows:

	March 1978	March 1977	April 1978	April 1977	January to April 1978
Public companies limited by shares	—	—	—	—	—
Private companies limited by shares	*58*	*88*	*60*	*68*	*254*
Private unlimited companies	—	—	—	—	—
Public companies limited by guarantee not having a share capital	1	—	1	3	2
Private companies limited by guarantee not having a share capital	6	—	—	—	8
Private companies limited by guarantee having a share capital	—	—	—	—	—
Total nominal capital of companies incorporated	£2 308 200	£4 453 800	£2 535 200	£1 895 500	£11 524 626

Inquiries: Belfast 34121.

Export prospects to end of 1978

The volume of total UK exports is expected to show an increase of 3 to 4 per cent (on a seasonally adjusted basis) between the two halves of 1978. This represents a recovery in the rate of growth following the small rise, also forecast in the previous survey, expected between the second half of last year and the first half of 1978.

For 1978 as a whole, export volume is forecast to increase by 4 to 5 per cent, compared with the rise of 8 per cent in 1977.

These estimates are derived from forecasts of their own exports made by the UK largest exporting companies for the Department of Trade's latest survey of short-term export prospects.

Exports of large exporters

The main features of the latest survey (based on non-seasonally adjusted data) are:

☐ The major companies expect the volume of their exports in the first half of 1978 to be around 6 per cent higher than a year earlier. In the second half of the year they forecast their exports to be around 14 per cent above the second half of 1977; this large increase will reflect the low figure in the fourth quarter of 1977.

☐ The volume of exports reported by the large exporters for the first quarter of 1978 and their forecasts for the two subsequent quarters are, on balance, only marginally lower than the final figures of the previous survey. This is in contrast to recent surveys where forecasts had been revised downwards more sharply.

☐ The latest figures of price increases, compared with a year earlier, for the large exporters are 3 per cent in the first quarter of the year, followed by forecasts of around 6 to 7 per cent for the three subsequent quarters. The first quarter figure has been revised downwards from the previous survey and forecasts for the following quarters revised upwards. This probably reflects the strength of sterling earlier in the year and its subsequent weakening.

☐ Taking volume and price movements together, in the first half of 1978, the value of exports of the large exporters is estimated at around 10 to 11 per cent higher than a year earlier, with the increase of over 20 per cent in the second half of 1978 again reflecting the comparatively low figure for the fourth quarter of 1977.

Notes

In order to derive forecasts for total exports, it is necessary to make an assessment of the relationship between the year-on-year percentage changes for the large exporters and for total exports, which then needs to be expressed in terms of a seasonally adjusted quarterly path for total export volume. This will occasionally lead to a situation in which the pattern of large exporters' volume growth, in terms of change on a year earlier, is different from the trend for total exports.

No distinct pattern has emerged so far between the figures for large exporters and total exports. This and the recent variability in the pattern of revisions made by the large exporters to their forecasts mean that the forecasts of total exports derived from the survey must continue to be regarded with appropriate caution.

Table 3 provides a comparison of percentage changes on a year earlier for the large exporters and total exports. These comparisons are influenced by the year-earlier figures and may also reflect, among other things, timing differences.

In the latest survey, the period covered was the four quarters of 1978. Replies were received from 67 companies, covering about one-third of the total value of UK exports.

The questionnaire asked for the actual value of firms' export deliveries in the first quarter of 1978 and forecasts for the subsequent three quarters; the percentage change these values represented over the same quarter a year earlier; and how this change was divided between movements in prices and in volume.

The figures given for total UK exports are derived from the information provided by the large exporters, and involve an assessment of the relationship between this information and the overseas trade data for total exports (see table 3). In addition, the accuracy of the forecasts for total exports will depend on the quality of the information obtained from the companies and how far their own forecasts are realised (see table 2).

The figures for total exports are based on the Standard International Trade Classification revision 2, and the price and volume figures derived from data rebased on 1975 = 100.

An article on the survey was published in *Statistical News* no. 38, August 1977. This discussed the reason for the introduction of the inquiry; described how it has been run; and explained some of the problems inherent in it and the attempts being made to solve them.

Table 1 Movement in value, volume and price

		Total UK exports [1]	Eleventh survey results for major exporters [2]			
		1978 Q1	1978 Q1	Q2	Q3	Q4
		Recorded	Outturn		Forecast	
Value	£ million	8 752	2 633	2 956	2 867	3 199
	% increase on a year earlier	12 [3]	6	15	17	26
Volume	% increase on a year earlier	4 [3]	3	9	10	18
Price	% increase on a year earlier	7½ [4]	3	5½	6½	7

[1] Source: Overseas Trade Statistics. [2] Aggregated from returns received from 67 companies. [3] If exports of precious stones, North Sea production installations and gold coin are excluded the figures become 11 and 3 respectively. [4] Average value index. See footnote to table 3.

Table 2 Comparison of latest survey with previous rounds

Percentage change on a year earlier

	1978 Q1				1978 Q2			1978 Q3	
	S8	S9	S10	S11	S9	S10	S11	S10	S11
Value	24	19	10	6	20	13	15	15½	17
Volume	15	11	5½	3	12	9	9	11	10
Price	7½	7	4½	3	7½	4	5½	4	6½

S8 = Eighth survey, July 1977; Provisional results published in *Trade and Industry*, 16 September 1977.
S9 = Ninth survey, October 1977; provisional results published in *Trade and Industry*, 9 December 1977.
S10 = Tenth survey, January 1978; provisional results published in *Trade and Industry*, 10 March 1978
S11 = Eleventh survey, April 1978.

Table 3 Increases in major companies' exports compared with total exports [1]

Percentage change on a year earlier

	Value		Volume		Price [2]	
1975						
3rd qtr	*3½* [3]	*21* [4]	*−9½* [3]	*−7* [4]	*13½* [3]	*21* [4]
4th	13	13	−½	½	13½	19
1976						
1st qtr	26	20	9½	8	15	15
2nd	27	24	9	6	16	19
3rd	*34*	*26*	*12½*	*9*	*19*	*19*
4th	39½	32	15	8½	20	22
1977						
1st qtr	30	33	9	9½	19	22
2nd	25½	30	10	8	14	20
3rd	*21*	*32*	*9½*	*13*	*11*	*16*
4th	4½	14	—	3½	4	10
1978						
1st qtr	6	12	3	4	3	8

[1] *Recorded OTS less precious stones, North Sea oil production* installations and gold coin. [2] The price index is the average value obtained by dividing the value of exports by the volume *figure. This is likely to be closer to the figures given by firms* than the unit value index. [3] Survey companies (outturn). [4] Total UK (recorded).

Inquiries: 01-215 3155/3170.

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the five weeks ended 29 April 1978:

	£
Distributors' earnings submitted	
Low-cost films:	
Eligible (after multiplying by 2½)	98 677
Not eligible for 2½ times rental	54 536
High-cost films (including newsreels after multiplying by 2½)	603 169
Films under 3 000 ft (after multiplying by 2½)	125 519
	881 901
Levy collections paid to agency by HM Customs and Excise to 2 May 1978 including an estimate of collections approximately covering entertainments for the five weeks ended 29 April 1978	751 000

The sixth interim allocation for the twenty-first year will be at the rate of 50 per cent.

Index of industrial production for Scotland: fourth quarter 1977

The seasonally adjusted index of industrial production for Scotland for the fourth quarter of 1977 is provisionally estimated at 105.5 (1970 = 100). The fall of 2¾ per cent was concentrated in the manufacturing sector, particularly in the engineering and allied trades where the recorded decline is likely to have exaggerated the underlying trend. The low fourth quarter outturn follows a high third quarter index, where upward revisions have been made to construction industry output. In the second half of 1977, taken as a whole, output was little changed from the level of the first half of the year.

The UK index of industrial production also fell between the third and fourth quarters of 1977, but only by some 1 per cent. Between the first and second halves of the year, UK output was also little changed.

Analysis by industry

Both manufacturing output and production of gas, electricity and water fell back in the final quarter of last year. The construction industry

Table 1 Index of industrial production for Scotland: quarterly results

Industrial analysis seasonally adjusted (1970 = 100)

				Manufacturing industry								
1968 SIC	*Total* all industries	All *industries* less MLH104 [1]	Total all *manu-*facturing industries	Food, *drink* and tobacco	Chemicals *coal and* petroleum products	Metal manu-facturing	Engineer-ing and allied industries	Textiles, leather and clothing	Other manu-facturing	Mining and quarrying	Construc-tion	Gas, electricity and water
Weight per 1 000	1 000	1 000	729	170	55	53	270	67	114	30	170	71
1971	98.6	98.6	98.4	105	110	88	93	103	97	107	98	99
1972	100.5	100.4	99.5	109	122	86	89	107	100	95	102	110
1973	109.6	109.5	108.4	114	124	96	100	117	112	106	109	126
1974	107.4	107.2	109.2	119	134	90	105	106	102	98	95	123
1975	105.0	104.5	105.0	118	114	75	107	100	93	110	96	123
1976	106.1	105.7	107.0	118	139	73	105	107	95	106	92	130
1977	106.9	106.4	106.4	117	134	72	104	114	95	103	97	138
1973												
1st qtr	109.9	109.9	107.0	112	116	97	100	120	109	108	116	127
2nd qtr	109.0	108.9	107.4	115	122	97	97	119	111	106	109	127
3rd qtr	110.4	110.3	109.7	115	129	100	101	113	114	117	106	125
4th qtr	108.9	108.7	109.3	115	128	92	102	116	114	94	103	124
1974												
1st qtr	105.8	105.6	107.8	120	136	83	102	105	102	71	98	119
2nd qtr	109.1	108.8	111.7	118	138	94	108	112	105	102	95	119
3rd qtr	108.3	108.0	109.7	120	136	89	105	106	103	113	94	126
4th qtr	106.6	106.3	107.7	118	126	93	106	102	99	105	93	128
1975												
1st qtr	106.7	106.3	107.1	120	114	88	108	100	97	113	96	124
2nd qtr	104.2	103.8	103.6	116	112	74	105	101	93	108	97	125
3rd qtr	105.0	104.6	105.4	117	111	70	111	101	91	103	95	125
4th qtr	103.9	103.4	103.8	118	121	66	104	101	93	114	95	120
1976												
1st qtr	105.3	104.9	105.5	116	131	72	104	103	97	113	93	130
2nd qtr	105.8	105.3	106.7	119	143	72	104	105	94	108	91	129
3rd qtr	104.9	104.4	106.5	118	141	72	104	107	95	102	89	127
4th qtr	108.4	108.0	109.3	120	143	76	108	111	96	103	96	132
1977												
1st qtr	106.7	106.2	107.7	118	136	76	105	115	96	105	90	137
2nd qtr	106.9	106.4	107.1	117	138	74	106	109	94	100	95	137
3rd qtr	108.5	108.0	107.0	117	132	71	106	114	96	101	102	142
4th qtr	105.5	104.9	103.7	115	130	68	100	116	92	106	102	134
Percentage change												
Q4 1977 on Q3 1977	−2.8	−3.0	−3.1	−2	−2	−4	−6	2	−4	5	0	−6
1977 on 1976	0.8	0.7	−0.6	−1	−4	−1	−1	7	0	−3	5	6

Index of industrial production for the UK [2]

Industrial analysis seasonally adjusted (1970 = 100)

Weight per 1 000	1 000	999	745	84	66	57	318	76	144	37	146	72
1971	100.1	100.0	99.4	101	102	91	99	102	101	100	102	104
1972	102.3	102.2	102.0	105	108	91	99	104	107	84	104	112
1973	110.0	110.0	110.5	109	120	100	107	110	119	93	108	118
1974	106.3	106.2	108.9	110	125	92	108	103	112	79	94	119
1975	100.6	100.6	102.2	109	113	79	103	100	102	86	86	121
1976	101.4	101.0	103.2	111	124	85	99	102	106	89	85	124
1977	102.4	101.4	103.7	112	127	81	99	101	108	104	80	128
1976												
4th qtr	102.9	102.3	104.6	112	128	85	100	104	109	92	86	125
1977												
1st qtr	103.2	102.3	105.3	113	129	84	100	105	110	102	81	128
2nd qtr	101.9	101.0	103.0	111	129	80	99	100	106	104	82	131
3rd qtr	102.7	101.6	103.7	110	128	83	99	101	108	105	84	129
4th qtr	101.9	100.9	102.8	115	123	75	99	99	108	104	86	125
Percentage change												
Q4 1977 on Q3 1977	−0.8	−0.7	−0.9	5	−4	−10	0	−2	0	−1	2	−3
1977 on 1976	1	0.4	0.5	1	2	−5	0	−1	2	17	−2	3

[1] Petroleum and natural gas industry MLH 104, covers exploration for, and extraction of, mineral oil and natural gas and also the stabilisation, separation and storage of these products. [2] UK figures as given in the press release of 16 May 1978.

maintained the recovery of the previous quarter, and the expansion of employment associated with petroleum and natural gas (MLH 104) together with an increase in coal production, led to a rise of 5 per cent in output in mining and quarrying.

The downturn in manufacturing was shared by most of the constituent industries – the only increase in production was recorded by textiles, leather and clothing. Falls were particularly marked in electrical engineering and in shipbuilding and marine engineering. In the case of the former, however, the series is based on sales which tend to fluctuate more than work done, and there is reason to believe that the outturn has been distorted by unusually low sales for this quarter by particular firms.

Market sector analysis

Table 2 shows the performance of industry by the market of their products. Between the third and fourth quarters all the sectors showed a reduced volume of output in Scotland, with the fall in investment goods the most marked. Between 1976 and 1977, consumer durables were the most buoyant sector, while activity in the investment goods sector was rather lower.

Inquiries: 031-556 8400 ext. 5840.

Table 2 Index of industrial production for Scotland: market sector analysis

Seasonally adjusted (1970 = 100)

1968 SIC	All industries other than construction	Consumer goods			Investment goods	Intermediate goods
		Total	Durable	Non-durable		
Weights per 1 000	830	271	42	229	220	339
1970	100.0	100.0	100	100	100.0	100.0
1971	98.8	105.6	109	105	90.1	98.9
1972	100.2	109.8	115	109	83.1	103.8
1973	109.8	118.2	119	118	96.0	112.0
1974	110.0	118.3	119	118	101.0	109.2
1975	106.7	114.4	103	116	104.8	101.9
1976	108.9	115.6	96	119	104.8	106.3
1977	108.9	117.2	100	120	103.3	106.0
1973						
1st qtr	108.7	117.4	125	116	95.3	110.4
2nd qtr	109.0	118.5	118	119	92.8	112.0
3rd qtr	111.3	117.5	114	118	98.6	114.5
4th qtr	110.1	119.5	121	119	97.1	110.9
1974						
1st qtr	107.5	118.4	122	118	97.5	105.2
2nd qtr	112.0	119.6	127	118	103.4	111.5
3rd qtr	111.2	119.4	118	120	100.9	111.5
4th qtr	109.4	115.9	110	117	102.3	108.7
1975						
1st qtr	108.8	117.6	115	118	104.3	104.7
2nd qtr	105.6	113.3	103	115	103.1	101.2
3rd qtr	107.0	115.2	111	116	107.5	100.0
4th qtr	105.6	111.6	83	117	104.4	101.6
1976						
1st qtr	107.8	112.8	86	118	104.7	105.9
2nd qtr	108.7	115.3	91	120	104.0	106.5
3rd qtr	108.1	115.7	101	119	102.9	105.4
4th qtr	111.0	118.6	105	121	107.4	107.4
1977						
1st qtr	110.1	118.4	105	121	103.5	107.8
2nd qtr	109.4	116.3	99	119	105.8	106.3
3rd qtr	109.8	117.4	99	121	105.7	106.5
4th qtr	106.3	116.7	98	119	98.1	103.5
Percentage changes						
Q4 1977 on Q3 1977	−3.2	−0.6	−1	−2	−7.2	−2.8
1977 on 1976	0.5	1.4	4	1	−1.4	−0.3

Index of industrial production for the UK [2]: market sector analysis

Seasonally adjusted (1970 = 100)

Weights per 1 000	850	249	61	188	238	363
1970	100.0	100.0	100	100	100.0	100.0
1971	99.8	102.5	107	101	97.9	99.2
1972	102.1	109.8	120	106	95.4	101.1
1973	110.5	118.7	132	114	103.5	109.4
1974	108.5	116.5	124	114	106.0	104.6
1975	103.1	110.6	114	109	102.9	98.2
1976	104.3	112.4	113	112	97.9	102.8
1977	105.8	115.3	113	116	97.9	104.4
1976						
4th qtr	105.9	115.5	118	115	97.8	104.5
1977						
1st qtr	107.1	115.8	115	116	99.3	106.1
2nd qtr	105.5	113.4	110	114	97.6	105.2
3rd qtr	105.9	115.2	114	116	97.6	104.9
4th qtr	104.7	116.7	114	118	97.2	101.4
Percentage changes						
Q4 1977 on Q3 1977	−1.1	1.3	0	2	−0.4	−3.3
1977 on 1976	1.4	2.6	0	4	0	1.6

[2] UK figures as given in press release of 16 May 1978.

Further fall in unemployment: mid-May figures

Unemployed persons in Great Britain on 11 May numbered 1 324 866, representing 5.7 per cent of total employees. The figure includes 44 688 school leavers under 18 not yet employed.

The seasonally adjusted series shows that the number of unemployed in Great Britain excluding the school leavers was 1 306 800 (5.6 per cent of all employees), a decrease of 19 600 since April 13. In the last three months there has been a decrease on average of 14 000 a month.

Of the total unemployed in Great Britain 185 000 had been unemployed for four weeks or less. It is estimated that about 1 016 000 were unemployed for more than four weeks, and were aged under 60.

The average number joining the unemployment register in the three months ending April was 358 000 per month compared with 358 000 in the three months ending January and 386 000 in the three months ending October 1977. The average numbers leaving the register in these three periods were 375 000, 357 000 and 379 000 per month respectively.

The average inflow of vacancies in the three months ending April was 213 000 per month compared with 195 000 in the three months ending January and 199 000 in the three months ending October 1977. The average outflows in the three periods were 203 000, 185 000 and 198 000 per month respectively.

The unemployment figures exclude adult students aged 18 and over, who are registered for temporary employment during a vacation and who intend to return to full-time education when the new term begins. On 11 May, these numbered 934 in Great Britain and 1 154 in the United Kingdom.

The unemployment figures do not include temporarily stopped workers—that is, those who had a job on the day of the count but were temporarily suspended from work on that day and were registered in order to claim benefits. These numbered 7 095 in Great Britain and 9 237 in the United Kingdom—representing a decrease on 13 April of 4 569 in Great Britain and a decrease of 3 361 in the United Kingdom.

Short-time working

In the week ended 11 March, 1978, 49 000 operatives in manufacturing industries in Great Britain were on short-time working. Of these 4 000 were stood off for the whole week and 36 000 for part of the week. The figure compares with a total of 45 000 on short-time in the week ending 11 February, 1978. The short-time working figures include temporarily stopped workers.

Notified vacancies

The number of vacancies notified to employment offices in Great Britain remaining unfilled on 5 May was 213 992, an increase of 11 709 since last month. The number of

vacancies notified to careers offices was 33 227, an increase of 7 803 since last month.

The seasonally adjusted series shows that the number of vacancies notified to employment offices in Great Britain was 208 100, an increase of 6 100 since April 1978.

These figures do not represent the total number of vacancies in the economy, but only those vacancies notified by employers to local offices of the Employment Service Division of the Manpower Services Commission and to careers offices that remained unfilled on 5 May. During 1977, the Manpower Services Commission carried out a special national survey of engagements and vacancies. This suggested that in the period 7 April to 8 July 1977, just over a third of all vacancies were notified to employment offices.

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Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 9 June 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Movietone News 2557	BR/E 39405/11/6/83	8	9 June	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Emanuelle and the Last Cannibals	EC 39627/11/6/83	83	6 June	Entertainment Film Distributors Ltd	Flora Film-SRL and Fulvia Cinematografica SRL, Rome
Providence	EC 39628/11/6/83	110	7 June	Artificial Eye Film Co Ltd	Action Films, Societe Francaise de Production and FR3, Paris
Love-Crazy Women	EC 39629/11/6/83	72	7 June	English Film Co Ltd	Cibelco, Brussels
FOREIGN					
Love on a Horse	F 39630	82	7 June	London International Film Distributors Ltd	G.D. Films (Greece) Ltd, Athens
She Knew No Other Way	F 39631	86	7 June	London International Film Distributors Ltd	G.D. Films (Greece) Ltd, Athens
I Wanna Hold Your Hand	F 39632	99	9 June	Cinema International Corporation (UK)	Universal Pictures, California

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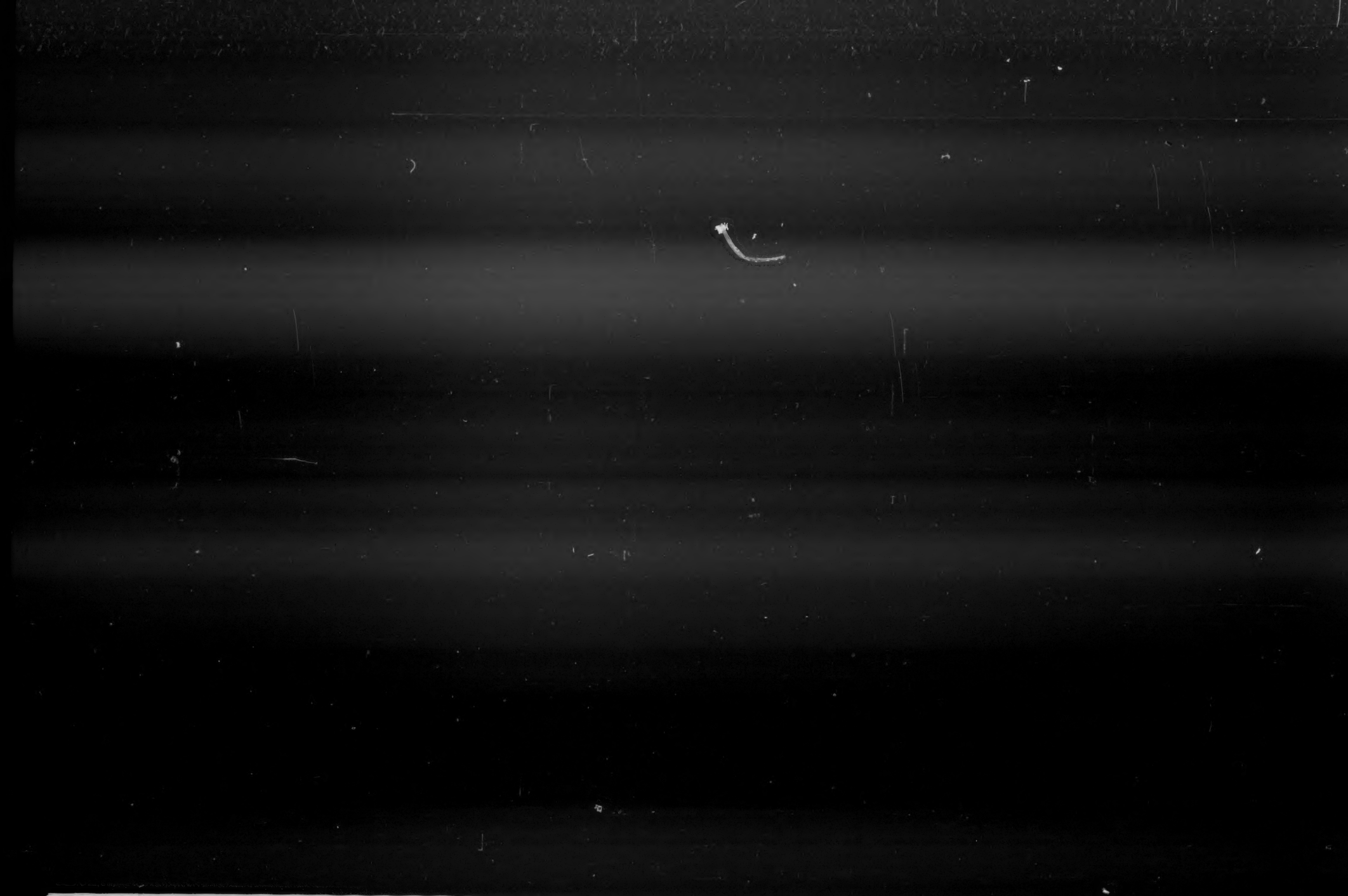
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